

# CONVENTION NUMBER GRAIN DEALERS' JOURNAL

Published on the 10th and 25th of each month in the interest of progressive Grain Dealers.

Vol. XXI. No. 8.

CHICAGO, ILL., OCTOBER 25, 1908.

TEN CENTS PER COPY.  
PRICE \$1.50 PER YEAR.

August Ferger & Co.  
COMMISSION  
GRAIN - HAY - MILLFEED  
CORRESPONDENCE SOLICITED  
18 E. 4th Street CINCINNATI, O.

Babcock & Hopkins  
Shippers of  
CORN RYE  
OATS White and Mixed  
Clipped and Natural  
Rensselaer, Ind.

R. S. McCague  
Buyer and Reel'er of  
CORN HAY OATS  
If you wish our 23-204 Grain Exchange Bldg.  
card bids write for them. PITTSBURG, PA.

Established 1875  
P. B. & C. C. MILES  
Grain Commission Merchants  
Rooms 36 and 37 Chamber of Commerce  
PEORIA, ILL.  
Consignments Have Personal Attention

ESTABLISHED 1880 JAMES E. BENNETT  
Thos. Bennett & Co.  
GRAIN COMMISSION  
CHICAGO  
Consignments and Future Orders Solicited

Tyng, Hall & Co.  
GRAIN COMMISSION  
Correspondence Solicited Peoria, Ill.

CLARK FAGG A. K. TAYLOR  
FAGG & TAYLOR  
Grain Merchants  
BARLEY MILWAUKEE

Established 1883  
PITT BROS. & CO.  
GRAIN  
305-307-309 Chamber of Commerce  
BALTIMORE, MD.

Liberal advancements on all ship-  
ments. We guarantee best results  
on consignments.

**ATS**  
Wheat Corn Rye  
J. A. Manger & Co.  
216-218 Chamber of Commerce  
BALTIMORE MARYLAND

BANK OF BUFFALO  
BUFFALO, N. Y.  
CAPITAL AND SURPLUS  
\$1,000,000.00  
We give special attention to  
GRAIN DRAFTS.

DUDLEY M. IRWIN  
BARLEY  
1117 Chamber of Commerce Building,  
BUFFALO, N. Y.



## Improved Belt Conveyor

for carrying all kinds of grain and mill products in package or bulk. Gradual, uniform curve of belt secured without complicated parts. Bearings thoroughly lubricated and have adjustment for taking up wear. Tripper substantial and reliable. Entire system economical and satisfactory; nothing to get out of order. We manufacture a complete line of Elevating, Conveying and Power-Transmitting Machinery. We are headquarters for supplies.

H. W. Caldwell & Son Co. Western Ave. Chicago  
17th-18th St.  
New York City, Fulton Bldg., Hudson Terminal, 50 Church St.



# Directory of the Grain Trade

\*Member Grain Dealers National Association.

## AMARILLO, TEX.

Early Grain & Hay Co., wholesale grain, hay, seed.

## ATCHISON, KANS.

Blair Mfg. Co., sellers of feed from grn. products.  
Cora Belt Grain Co., recvrs. and shippers of grain.

## ATLANTA, GA.

Gregg & Son, J., wholesale brokers, grain, hay.\*

## BALTIMORE, MD.

Baltimore Commission Co., grain, commission.  
Blackburn & Co., C. P., gr'n recvrs., exporters.\*  
Clark & Sons, Thos. S., grain receivers.\*  
England & Co., Chas., grain, hay.\*  
Fahey & Co., John T., gr'n receivers and expts.\*  
Hammond, Bayard & Co., receivers, exporters.\*  
Hax & Co., G. A., grain, hay, seeds.\*  
Johnston Co., Thos., grain receivers.\*  
Kirwan Bros. Grain Co., grain and hay.\*  
Lederer Bros., grain receivers.\*  
Manger & Co., J. A., grain, seeds, hay.\*  
Muller Co., Louis, receivers and exporters.\*  
Pitt Bros. & Co., receivers and exporters.\*  
Richards, E. F., & Co., grain commission.  
Robinson & Jackson, grain receivers.\*

## BATTLE CREEK, MICH.

McLane, Swift & Co., grain buyers.\*

## BINGHAMTON, N. Y.

Empire Grain & Eltr. Co., grain, feed shippers.

## BLOOMINGTON, ILL.

Baldwin-Walker-Tankersley Co., brokers, ear lots.

## BOSTON MASS.

Phelps Bros., grain, hay, straw.  
Ranlet Co., T. D. W., grain and millfeed.  
Soper & Co., J. E., wheat, corn, oats.

## BOZEMAN, MONT.

Benep-Berghlund Grain Co., Mont. oats and barley.

## BROOKLYN, N. Y.

Brooklyn Elevator and Mfg. Co., grain and feed.

## BUFFALO, N. Y.

Alder & Stoffer, grain commission.  
Buffalo Cereal Co., grain.\*  
Burns Yantis Grain Co., grain commission.\*  
Churchill Grain & Seed Co., buyers, shippers.  
Electric Grain Elevator Co., grain buyers.\*  
Gallagher, Wm. B., salvage grain.  
Gisel & Co., Geo. H., grain, millfeed.  
Globe Elevator Co., grain commission.  
Heathfield, W. G., strictly commission.  
Irwin, Dudley M., barley.\*  
Pratt & Co., grain commission.  
Ratcliffe, S. M., grain and hay.  
Rubins Bros., grain receivers and shippers.\*  
Townsend-Ward Co., grain commission.  
Waters, Henry D., grain commission.  
Woblers Grain Co., grain, millfeed.

## CAIRO, ILL.

Antrim & Co., H. S., grain and hay.\*  
Cairo Milling Co., buyers of wheat.  
Cunningham, Chas., grain receiver and shipper.  
Halliday Milling Co., H. L., grain.\*  
Redman, Magee & Co., grain.\*  
Thistlewood & Co., grain and hay.

## CEDAR RAPIDS, IOWA.

Jackson Grain Co., grain buyers, shippers.  
White Cereal Co., T. G., wheat wanted.

## CHATTANOOGA, TENN.

Baird Co., C. R., grain, hay and cow peas.  
Cook & Ballard, brokers.  
Shelton Grain & Feed Co., grain, hay, feed.  
Thomasson, J. T., corn, wheat, oats, cowpeas.

## CHICAGO, ILL.

Anderson & Co., W. P., grain commission.\*  
Armour Grain Co., grain buyers.\*  
Armstrong, B. S., grain commission.  
Bailey & Co., E. W., grain commission merchants.\*  
Beaumont & Co., Thos., receivers, shippers.\*  
Bentley, C. S., grain commission.  
Bogert, Maltby & Co., commission merchants.\*  
Burns-Yantis Grain Co., receivers, shippers.  
Cooke, M. E., grain commission merchant.  
Crighton & Co., grain commission.\*  
Dickinson Co., The Albert, seeds.

## CHICAGO—Continued.

Dole & Co., J. H., grain and seeds.\*  
Doyle Bros., hay and grain.  
Elmore, E. W., grain buyer, shipper.  
Ervin & Co., W. C., grain buyers and shippers.\*  
Finney, Sam., commission.\*  
Fraser Co., W. A., grain commission.\*  
Freeman Bros. & Co., grain, hay, straw.  
Guttenberg & Co., grain, seeds.\*  
Hately Bros., grain and provisions.  
Hooper Grain Co., receivers, shippers.\*  
Hunter, W. W. & O. L., grain and feed.\*  
Lake & Co., W. H., commission receivers.  
Lamson Bros. & Co., consignments solicited.\*  
Lynch & McKee Co., grain commission.  
McKenna & Rodgers, grain and commission.  
Merchants Grain Co., commission merchants.\*  
Merritt & Co., W. H., grain, seeds.\*  
Norris & Company, grain merchants.  
Paynter, H. M., grain commission.\*  
Peavey Grain Co., receivers, shippers.\*  
Perrine & Co., W. H., grain and commission.  
Pringle, Elitch & Co., W. K. Mitchell, Mgr.\*  
Rang & Son, Henry, barley specialists.  
Requa Brothers, grain commission.\*  
Rogers & Bro., H. W., grain and seeds.\*  
Rogers Grain Co., buyers and shippers.\*  
Rosenbaum Bros., receivers, shippers.\*  
Rumsey & Company, grain commission.\*  
Sawyers, A. R., grain commission.\*  
Schiffin & Co., P. H., commission.\*  
Shaffer & Co., J. C., buyers and shippers.\*  
Somers, Jones & Co., grain and field seeds.  
Sincere & Co., Chas. N. Y. stocks, Chicago grain.  
Thayer & Co., Clarence H., commission.\*  
Wagner, E. W., receiver and shipper.\*  
Walters Bros., grain, hay, seeds.  
Ware & Leland, grain, seeds.\*  
Wells & Co., T. E., grain commission.\*  
Winans, F. E., grain and seeds.\*  
Wright & Co., John F., grain commission.  
Young & Co., grain commission.\*

## CINCINNATI, O.

Allen & Munson, grain, hay, flour.\*  
Brown & Co., H. W., grain and hay.\*  
Brown & Co., W. L., receivers and shippers.  
Early & Daniel Co., grain and hay.\*  
Ellis & Fleming, grain and hay.\*  
Ferguson & Co., August, grain, hay, millfeed.\*  
Interstate Grain Co., receivers and shippers.\*  
Standard Hay & Grain Co., grain commission.\*  
Union Grain & Hay Co., grain and hay.\*  
Weldner Co., The Sam W., grain, hay, flour.\*

## CLEVELAND, O.

Abel Bros., hay and grain.  
Ballej, E. L., grain and millfeed.\*  
Cleveland Grain Co., The, receivers and shippers.\*  
Schmitt, H., grain, hay, straw.\*  
Sheets Bros. Eltr. Co., The, grain, hay, straw.  
Star Eltr. Co., receivers grain, hay, straw.  
Strauss & Co., H. M., grain, seeds, hay.\*  
Union Elevator Co., grain, hay, straw.\*  
Williams Grain Co., The Edward A., recvrs., shprs

## COLORADO SPRINGS, COLO.

Seldomridge Grain Co., grain dealers.

## COLUMBUS, O.

McAllister & Co., Jas. P., grain and hay.  
McCord & Kelley, grain and hay.\*  
Seeds Grain & Hay Co., grain and hay.\*

## CRAWFORDSVILLE, IND.

Crabbs-Reynolds-Taylor Co., grain, seeds.\*

## CUMBERLAND, MD.

Marley & Co., grain and hay distributors.

## DAVENPORT, IOWA.

Rothschild Grain Co., D., grain merchants.\*

## DECATUR ILL.

Baldwin & Co., H. I., grain dealers.\*  
Dumont, Roberts & Co., grain.

## DENVER, COLO.

Ady & Crowe Mercantile Co., grain, hay.\*  
Ayres Merc. Co., The F. C., grain and hay.  
Best & Co., J. D., grain and hay.  
Cash Commission Co., grain and hay.  
Crescent Mill & Eltr. Co., flour and grain.  
Empire Feed & Fuel Co., hay and grain.  
Harrington-Piemer Merc. Co., grain and hay.  
Hungarian M. & E. Co., hay and grain.  
Longmont Farmers Mill & Eltr. Co., flour, grain.  
Thompson Merc. Co., W. F., hay and grain.

## DETROIT, MICH.

Carson, Craig & Co., commission merchants.  
Dumont, Roberts & Co., receivers, shippers.  
Lapham & Co., J. S., recvrs. & shippers of grain.

## DULUTH, MINN.

Rich., J. S., dealer in grain, flour, millstuffs.

## ENID, OKLA.

The Enid Wholesale Grain Co., grain.

## FAIRBURY, ILL.

Keller, Emil, grain broker and track buyer.

## FORT WORTH, TEXAS.

Kolp, E. R. & D. C., millers, grain, seed dealers.

## GALVESTON, TEX.

Fordtran, J. S., grain commission merchant.  
Jockusch, Davison & Co., grain, hay exporters.  
Wisrodt Grain Co., wholesale grain eltr. facilities.

## GREENVILLE, O.

Grubbs Grain Co., E. A., track buyers.\*

## HARRISBURG PA.

Harrisburg Feed & Grain Co., grain, feed, hay.\*

## HOUSTON, TEX.

Ervine & Co., J. E., grain, hay receivers.  
South Texas Grain Co., wholesale grain dealers.

## INDIANAPOLIS, IND.

Bassett Grain Co., The, grain and commission.\*  
Brazford-Files-Thomson Co., grain, hay, feed.  
Cooper & Oddy, grain commission.  
Finch & McComb, grain commission.  
Jordan & Montgomery, grain and commission.  
Kinney, H. E., receiver and shipper.\*  
Riley & Co., W. J., grain and feed.  
Shotwell, C. A., grain, flour, commission.  
Star Elevator Co., grain and hay commission.  
White Bros. Grain Co., grain and commission.

## JACKSON, MICH.

McLaughlin, Ward & Co., grain and seeds.  
Stockbridge Elevator Co., grain, beans, hay.\*

## JACKSONVILLE, FLA.

Browder & Haym, brokers, grain, hay.  
Southgate & Co., T. S., grain and hay.

## KANSAS CITY, MO.

Adams Grain Co., Geo. A., commission.\*  
Beach-Keefer Grain Co., grain receivers.  
Brager, E. O., grain commission merchant.  
Davis & Co., A. C., grain commission.  
Enner-Davis Grain Co., commission.\*  
Fowler Commission Co., receivers and shippers.\*  
Goffe & Carlsberg, recvrs. and shprs. of grain.\*  
Hinds & Lint Grain Co., receivers, shippers.\*  
Missouri Grain Co., grain receivers.  
Moore-Lawless Grain Co., grain receivers.  
Moss Grain Co., barley specialty.  
Norris Grain Company, commission, recvrs., shprs.  
Pelerson-Lathrop Grain Co., commission merchants.  
Roushen-Carey Grain Co., grain, flour, millfeed.  
Simonds-Shields Grain Co., grain and seeds.  
Smith & Son, J. Sidney, receivers, shippers.  
Steele & Co., H. H., grain and seeds.  
Thresher Fuller Grain Co., grain commission.  
Tomlin Grain Co., J. R., kafir corn.  
Vanderslice-Lyns Co., grain commission.  
Waldron Grain Co., receivers and shippers.

## KENTLAND, INO.

McCray, Morrison & Co., track buyers.\*

## KNOXVILLE, TENN.

East Tenn. Feed Co., recvrs., shprs., hay, gra. feed.  
Prosser, Brown, broker.

## LA FAYETTE IND.

Heinmiller, F. G., grain shipper.

## LEXINGTON, KY.

Brent, Inc., C. S., grain and seeds.  
Frost, David C., grain, seeds and hay.

## LOUISVILLE, KY.

Bingham-Hewitt Grain Co., recvrs. & shprs. grain.\*  
Brandle & Son, A., receivers and shippers.\*  
Callahan & Sons, electric eltr., recvrs. of grain.\*  
Edinger & Co., grain, hay, flour.  
Farmer & Sons, Oscar, hay and grain.  
Schuff & Co., A. C., grain and hay.\*  
Thomson & Co., W. A., grain receiver.  
Verhoeff & Co., H., receivers and shippers grain.\*  
Zorn & Co., S., grain.\*



# Directory of the Grain Trade

\*Member Grain Dealers National Association.

## LYNCHBURG, VA.

Peters, McHenry, grain and hay broker.

## MEMPHIS, TENN.

Brode & Co., F. W., cottonseed meal.  
Buchanan & Co., E. B., grain, hay, feed.\*  
Clark, Burke & Co., grain and hay commission.  
Davis & Andrews Co., grain dealers.\*  
Edgar Grain Co., J. B., receivers and shippers.\*  
Hasenwinkle Co., H. J., grain and hay.\*  
Jones & Rogers, grain dealers.\*  
McLaughlin Coal & Grain Co., grain and hay.\*  
Pease & Dwyer Co., receivers and shippers.\*  
Wade & Sons, John, grain and hay commission.\*  
Webb & Maury, grain and hay.\*  
Wyatt, E. W., broker, grain and millfeed.

## MIDDLEPOINT, O.

Pollock, H. G., track buyer, ear corn a specialty.

## MILWAUKEE, WIS.

Bell & Co., W. M., grain and seeds.  
Bartlett & Son Co., L., grain commission.\*  
Donohue, P. P., grain, feed, mlg. wheat a spity.  
Fagg & Taylor, grain merchants.  
Hotelet Co., barley, rye and feed.  
Jahns, Jr., Co., H., commission grain, hay, feed.  
Kamm & Co., P. C., barley and rye.\*  
Lawrence Grain Co., brokers, grain, feed.  
Lull & Co., Chas. R., grain commission.\*  
Wissbeck & Co., Henry, grain recvrs. and shippers

## MINNEAPOLIS, MINN.

Brown & Co., E. A., commission.  
Cargill Commission Co., grain commission.  
Cooper Commission Co., receivers, shippers.  
Davies & Co., F. M., grain commission.  
Getchell-Tanton Co., grain commission.  
Ingold, F. M., grain commission merchant.  
McDonald & Wyman, grain commission.  
Minnesota Grain Co., grain commission.\*  
McIntyre-Frederic Co., grain commission.  
McGuire-Atwood Co., grain commission.  
Randall, Gee & Mitchell, grain commission.  
Van Dusen-Harrington Co., commission.\*  
Welch Co., E. L., grain commission.

## MONTGOMERY, ALA.

United Selling Co., Inc., wholesale brokers.\*

## NASHVILLE, TENN.

Harsh & Co., Alex. C., receivers and shippers.  
Hughes Warehouse & Eltr. Co., grain.  
Kendrick-Roan Grain Co., receivers, shippers.  
McLenore Grain Co., grain.\*  
Miller & Co., grain commission.\*  
Wilkes & Co., J. H., recvrs and shprs grain, hay.\*

## NEWARK N. J.

Dey, Leslie G., grain receiver.

## NEW ORLEANS, LA.

Barr, R. J., export grain broker, forwarding agt.  
Leonhardt & Co., A. F., grain and hay.\*

## NEW YORK CITY.

Bradshaw Co., popcorn and cereals.  
Cushing & Brandt, grain and cotton seed oil.\*  
Forbell & Kipp, grain commission.\*  
Morris & Co., Chas. B., grain, feed, hay.  
Jones & Morey Co., grain brokers.\*

## NEW YORK CITY, Continued.

Keusch, Otto, off grade grain, grain brokers.\*  
Reinhardt & Co., Geo. N., grain and hay.  
Rubins Bros., grain commission.\*

## NORFOLK, VA.

Powers, L. W., corn, oats, hay, feed broker.

## OKLAHOMA CITY, OKLA.

Clark Grn. Co., H. C., grain commission.  
Kolp, E. B. & D. C., millers, grain, seed dealers.

## OMAHA, NEB.

Bewsher Co., The, grain receivers.  
Cavers Elevator Co., receivers and shippers.  
Chambers, W. E., grain broker.\*  
Conrad, J. H., grain, established 1884.  
Huntley, E. E., grain commission.  
Johnson & Co., Geo. C., commission merchants.  
Lyons & Son, Geo. H., receivers and shippers.  
Nebraska Hay & Grain Co., gen. grain dealers.  
Thompson Grain Co., grain dealers.  
Transmississippi Grain Co., receivers and shippers.  
Uplake Grain Co., grain dealers.  
Weekes Grain & L. S. Co., commission merchants

## PEORIA, ILL.

Bartlett Company, S. C., grain commission.\*  
Grier & Co., T. A., grain commission.\*  
Miles, P. B. & C. O., grain commission.\*  
Mills Bros., E. H., commission.  
Roberts, Moschel & Mosliman, grain commission.\*  
Tyng, Hall & Co., grain commission.\*  
Van Tassel Grain Co., receivers, shippers.\*

## PHILADELPHIA, PA.

Baringer, M. F., grain and mill feed.\*  
Clevenger, S. J., buyer and commission.  
Delp & Co., Edmund B., grain receivers.\*  
Dunwoody Co., E. L., flour, grain, feed.\*  
Miller & Sons, L. F., grain, seeds, hay.\*  
Pultz & Co., J. B., grain and feed.  
Richardson Bros., grain, millfeeds.  
Rogers & Co., E. L., grain, hay.\*  
Stites, A. Judson, grain and millfeed.  
Walton Bros., grain and feed.\*  
Woolman & Co., S. C., receivers and shippers.\*

## PIQUA, OHIO.

Kress, Harry W., track buyer grain, hay, straw.\*

## PITTSBURG, PA.

Elwood & Co., R. D., hay and grain.  
Foster, C. A., grain, hay, feed.\*  
Geldel & Dickson, grain and hay.  
Graham & Son, Jas., grain, hay, millfeed.  
Herb Bros. & Martin, grain, hay, feed.  
McCaffrey's Sons Co., Daniel, grain, hay.\*  
McCague, R. S., grain, hay.\*  
Morgan & Co., H. G., ear corn and hay.\*  
Morton Grain & Hay Co., grain, hay, feed.  
Stewart, D. G., & Geldel, grain, hay, feed.\*

## PORTLAND ME.

Merrill, Edward P., grain broker.

## RENSSELAER, IND.

Babcock & Hopkins, grain shippers.

## RICHMOND, VA.

Beveridge & Co., S. T., grain, hay, seeds.\*  
Bragg, W. G., wholesale broker, grain, hay, feed.  
Fairbank & Co., S. G., grain, hay, seeds.

## SAGINAW, MICH.

Carr Co., The H. W., shprs, oats, rye, hay.

## SAVANNAH, GA.

Browder & Haym, brokers, grain, hay.

## SIDNEY, OHIO.

Wells & Co., J. E., track buyers, grain, seeds.

## SIOUX CITY, IOWA.

Shepherdson Co., M. T., grain dealers.

## ST. JOSEPH, MO.

Elwood Grain Co., grain merchants.  
Frederick Grn. Co., J. L., recvrs, shprs, grain, hay  
Gordon, T. P., grain dealer and broker.\*

## ST. LOUIS, MO.

Byrne & Co., Daniel P., grain, hay, seeds.\*  
Connor Bros. & Co., grain commission.\*  
Eaton, McClellan & Co., grain commission.\*  
Goffe & Carkener Co., grain commission.  
Green Com. Co., W. L., grain.\*  
Mullally Com. Co., John, grain, hay, seeds.\*  
Nelson Commission Co., grain commission.\*  
Orthwein Grain Co., Wm. D., grain.  
Picker & Beardsley, grain and grass seed.\*  
Seale Brothers Grain Co., grain.  
Slack-Fuller Grain Co., grain commission.

## SPRINGFIELD, ILL.

Brainerd, James L., grain buyer and shipper.

## TERRE HAUTE, IND.

Bartlett, Kuhn & Co., receivers and shippers.\*

## TOLEDO, O.

Barnes Grain & Comen. Co., grain, seeds, hay.  
Coon Grain Co., The, J. J., grain and seeds.\*  
Goemenn Grain Co., grain buyers.\*  
King & Co., C. A., grain, clover seed\*  
McCabe Grain Co., grain and seeds.  
Merrell Co., The, seeds only.  
Morehouse & Co., W. H., grain and seeds.  
National Milling Co., cash buyers wheat.\*  
Paddock-Hodge Co., The, grain, seeds.\*  
Reynolds Bros., grain and seeds.\*  
Rundell & Co., W. A., grain, seeds.\*  
Southworth & Co., grain commission.\*  
The Toledo Field Seed Co., clover, timothy.  
The Toledo Salvage Co., salvage grain.  
Wickenheiser & Co., John, grain, millfeed.\*  
Zahn & Co., J. F., grain, seeds.\*

## TOPEKA, KAN.

Gall, J. E., strictly commission business.  
Jolley & Blanchard, grain merchants.

## VERNON, TEX.

Texas-Oklahoma Grain Co., grain, seeds, hay.

## WEST CHESTER, PA.

King, Jas. L., shipper grain and feed.\*

## WICHITA, KANS.

Gaunt Grain Co., The C. B., grain, seeds.  
Kolp, E. R. & D. C., millers, grain, seed dealers.  
Norris Grain Company, commission, recvrs., shprs.  
Robb, J. C., milling wheat and consignments.  
Thompson, H. C., alfalfa meal.  
Tri State Grain Co., grain, seeds, feed.

## WINNIPEG CAN.

Norris & Company, grain merchants.

# RECEIVERS, SHIPPERS AND BROKERS.

## CRAWFORDSVILLE, IND.

**CRABBS REYNOLDS  
TAYLOR CO.**  
GRAIN AND CLOVER SEED  
CRAWFORDSVILLE . INDIANA

## GREENVILLE, OHIO

**E. A. GRUBBS GRAIN CO.**  
Greenville, Ohio  
Wants Correspondence with members of the  
Grain Dealers National in Ohio, Indiana, and  
Illinois. We want strictly sound winter wheat,  
yellow shelled corn and recleaned white oats.

## KENTLAND, IND.

**Try**  
Our Special Brand of White Oats  
**McCRAY, MORRISON & CO.**  
GRAIN SHIPPERS Kentland, Ind

## BATTLE CREEK, MICH.

**McLANE, SWIFT & Co.**  
GRAIN MERCHANTS  
Battle Creek - - - Michigan

## INDIANAPOLIS, IND.

*the*  
**Bassett Grain Co.**  
INDIANAPOLIS  
Telephone 80 Board of Trade

**Jordan & Montgomery**  
620 Board of Trade Bldg., Indianapolis  
GRAIN AND COMMISSION  
TRY US



# KANSAS CITY BOARD OF TRADE MEMBERS

**GEO. A. ADAMS GRAIN CO.**  
**Good Milling Wheat**  
**Our Specialty**  
 Orders Executed in Futures on all Exchanges  
 Board of Trade, Kansas City Mo.

**H. H. STEELE & CO.**  
**GRAIN COMMISSION MERCHANTS**  
 Consignments and future orders solicited.  
 KANSAS CITY, MO.

Kay H. Beach. Robinson's Clipher. M. L. Kever  
**BEACH-KEEVER**  
**GRAIN COMPANY**  
 Try us with consignments of grain.  
 We also handle options.  
 344 Board of Trade, Kansas City, Mo.

**Vanderslice-Lynds Company**  
**GRAIN**  
**COMMISSION MERCHANTS**  
 KANSAS CITY, MO.

**E. O. BRAGG**  
**GRAIN COMMISSION MERCHANT**  
 Have had years of experience in selling grain,  
 know how to get top prices. Your interests  
 guarded at every turn. Try me on your next  
 shipment.  
 Exchange Building, Kansas City, Mo.

**IF** you want the best possible  
 service consign your grain  
 and send your orders for  
 Futures to

**PEIRSON-LATHROP GRAIN CO.**  
**Kansas City**  
**Handle**  
 Consignments Option Trades  
 Mill Orders Kaffir Corn

**WALDRON GRAIN CO.**  
**Commission Merchants**  
 Years of experience enables us to give compe-  
 tent service in the filling of all orders.  
 Board of Trade, Kansas City, Mo.

**ERNST-DAVIS GRAIN CO.**  
 KANSAS CITY, MO.  
 { Kansas City Board of Trade,  
 Members: { Chicago Board of Trade,  
 { St. Louis Merchants' Exchange.

J. SIDNEY SMITH PERRY C. SMITH  
**J. SIDNEY SMITH & SON**  
 KANSAS CITY, MISSOURI

R. J. THRESHER, Pres. L. A. FULLER, Secy.  
**Thresher Fuller Grain Co.**  
**Grain Commission Merchants**  
 Consignments Solicited  
 Grain Bought and Sold for Future Delivery  
 310-311 Board of Trade, KANSAS CITY, MO.

**A. C. DAVIS & CO.**  
**Grain Commission**  
 Mill orders a specialty  
 Consignments and Future Orders Solicited  
 KANSAS CITY, U. S. A.

**GRAIN SHIPPERS**  
**AND EXPORTERS**

Branch Offices:  
 Wichita, Kans. . . . David Heenan, Mgr.  
 Oklahoma City, Okla., A. R. Reinertson, Mgr.  
 Galveston, Tex.

**WE WILL**  
 Transact your commission business either  
 in futures or cash with skill that comes  
 from long experience in the grain business.  
**MISSOURI GRAIN COMPANY**  
 227 Board of Trade KANSAS CITY

**GOFFE & CARKENER**  
**GRAIN COMMISSION**  
**KANSAS CITY MO.**  
 A Good Firm To Consign To.

## A GOOD IDEA

is to let a strictly commission house handle your consignments and futures.  
 We have the facilities to take care of your account.

**MOORE-LAWLESS GRAIN COMPANY, Kansas City, Mo.**

## VEST POCKET GRAIN TABLES

Clark's Vest Pocket Grain Tables reduce pounds to bushels on any number of pounds from 10 to 100,000.  
 It is printed on ledger paper in two colors, red and black. The red figures show the pounds and the black the  
 bushels and pounds.

The tables show the following reductions: Oats at 32 lbs.; Corn, Rye and Flaxseed at 56 lbs.; Wheat Clover  
 Seed, Beans, Peas and Potatoes at 60 lbs.; Barley and Hungarian Seed at 48 lbs.; Ear Corn at 70 lbs.; Ear Corn  
 at 75 lbs.; Ear Corn at 80 lbs.; Timothy Seed at 45 lbs.

These tables are bound in heavy manila and form a thin book 2 1/2-in wide by 8 1/2-in long. Price 50 Cts. Address  
**GRAIN DEALERS JOURNAL, 255 La Salle Street, CHICAGO, ILL.**

## MOSS GRAIN CO.

Consignments and  
 Future Orders Solicited

MEMBERS:  
 KANSAS CITY AND CHICAGO  
 BOARDS OF TRADE

**Established in the Kansas City**  
**Grain Trade for more than**  
**a Quarter of a Century**

# OMAHA BOARD OF TRADE MEMBERS

**WEEKES GRAIN & LIVE STOCK CO.**  
 (Inc.)  
 General Commission Merchants  
**CONSIGNMENTS SOLICITED**  
**MILLING WHEAT A SPECIALTY**  
 Track bids made. Correspondence Solicited  
 OMAHA, NEB.

**E. E. HUNTLEY**  
**Grain Commission Merchant**  
 CONSIGNMENTS AND  
 CORRESPONDENCE SOLICITED  
 Brandeis Building Omaha, Neb

**The Updike Grain Company**  
**OMAHA, NEB.**  
 All Kinds of Grain for Sale  
 Originating all grain at 100  
 country elevators in Nebraska  
 ASK FOR PRICES

**CAVERS ELEVATOR COMPANY**  
**OMAHA, NEB.**  
**GRAIN BOUGHT and SOLD**  
**CONSIGNMENTS SOLICITED**  
 Write or phone us for prices on WHEAT, OATS,  
 CORN, BARLEY, RYE or MILL-FEED.

**CLARK'S CAR REGISTER**  
 Shows at a glance where to look for the  
 record of any car of grain. It is made of  
 heavy ledger paper, is well bound and  
 indexed. Size 11x14 1/2 in.  
 No. 40 contains spaces for 9,000 cars, \$1.50  
 No. 42 contains spaces for 17,000 cars, 2.50  
**GRAIN DEALERS JOURNAL**  
 255 La Salle Street Chicago

**Geo. C. Johnson & Co.**  
 General Commission Merchants  
 Consignments Our Specialty  
 Brandeis Bldg., OMAHA, NEB.



## BUFFALO CORN EXCHANGE MEMBERS

W. W. Alder

T. J. Stofer

### ALDER & STOFER Commission Merchants

We do not buy any grain, but  
handle on commission and sol-  
icite your Buffalo consignments

833 Chamber of Commerce  
BUFFALO NEW YORK

Henry D. Waters  
GRAIN COMMISSION MERCHANT  
CONSIGNMENTS SOLICITED  
54 Board of Trade, BUFFALO, N. Y.

### Green Pea Screenings

Send samples and quote price  
in car lots and less than car lots.  
BUFFALO CEREAL CO., Buffalo, N. Y.

### CONSIGN

YOUR GRAIN TO  
The Churchill Grain & Seed Company  
BUFFALO, N. Y.

### REMEMBER

When making consignments  
to Buffalo, that I do a  
STRICTLY COMMISSION BUSINESS  
W. G. HEATHFIELD  
Member of Corn Exchange BUFFALO, N. Y.

### PRATT & CO.

Grain Commission Merchants  
Correspondence Solicited  
76 and 77 Board of Trade  
BUFFALO, N. Y.

THE rapid growth of our business  
is good evidence of the satisfactory  
results produced for our shippers.  
*Let us have a trial shipment.*  
THE TOWNSEND-WARD CO. :: GRAIN COMMISSION  
Chamber of Commerce, Buffalo, N. Y.

GEO. G. GISEL WARD G. BROOKS  
GEO. H. GISEL & CO.  
Receivers and Shippers of  
GRAIN AND MILLFEED  
Correspondence and Consignments Solicited.  
Members of Buffalo Chamber of Commerce  
Corn Exchange of Buffalo  
717 Chamber of Commerce, BUFFALO, N. Y.

The Electric Grain Elevator Co.  
Receivers and Shippers of  
GRAIN, MILL FEEDS AND HAY  
Correspondence and Consignments Solicited  
321 Chamber of Commerce, BUFFALO, N. Y.

RUBINS BROS.  
Grain and Commission Merchants  
218 and 222 Chamber of Commerce, BUFFALO, N. Y.  
O. A. BRUSO, Manager  
Member of all the principal Exchanges  
Consignments Solicited  
New York Office 305 Produce Exchange

### Wohlers Grain Co.

GRAIN and MILLFEED  
CONSIGNMENTS SOLICITED  
BUFFALO : : NEW YORK

### JACKSONVILLE, FLA.

### BROWDER & HAYM

Brokers and Manufacturers Agents  
Grain and Grain Products  
Savannah, Ga. and Jacksonville, Fla.

### QUOTATIONS WANTED on No. 2 Corn.

T. S. Southgate & Company  
General Grain Merchants  
Jacksonville, Fla.

## BURNS-YANTIS GRAIN COMPANY

BUFFALO, N. Y.—CHICAGO, ILL.

Succeeding

BURNS GRAIN CO. and S. W. YANTIS

RECEIVERS AND SHIPPERS OF

### GRAIN AND GRAIN PRODUCTS

Operating Steel Elevator at Hammond, Ind. Storage Capacity 500,000 Bushels.  
Handling Capacity 75 cars daily.

## MINNEAPOLIS CHAMBER OF COMMERCE MEMBERS

### WHEAT, BARLEY, FLAX, OATS

For prices and samples, write

The Van Dusen-Harrington Co.  
Minneapolis Duluth Kansas City

MILWAUKEE CHICAGO  
E. A. BROWN & CO.  
GRAIN COMMISSION  
MINNEAPOLIS, MINN.  
Consignments Solicited. Prompt Returns  
Guaranteed.

### E. L. WELCH COMPANY

GRAIN COMMISSION  
MINNEAPOLIS AND DULUTH  
Consignments Solicited

FIFTEEN YEARS EXPERIENCE  
SELLING GRAIN OUGHT TO  
HELP SOME. WILL YOU  
LET US WORK FOR YOU?

RANDALL, GEE & MITCHELL  
206 Corn Exchange, MINNEAPOLIS

### Robinson's Cipher Code

(REVISED)  
Bound in leather, gilt edges, \$2.00  
Your name in gilt letters on front cover  
25 cents extra.  
GRAIN DEALERS JOURNAL  
255 La Salle Street CHICAGO

### H. POEHLER COMPANY ESTABLISHED 1855 Grain Commission Merchants

Chamber of Commerce  
BOARD OF TRADE, Duluth, Minn.  
CHAMBER OF COMMERCE, Milwaukee, Wis.  
BOARD OF TRADE, Chicago, Ill.  
MERCHANTS EXCHANGE, St. Louis, Mo.  
Minneapolis, Minn.  
Sell by Sample—Orders in "Futures" Executed.

## Your Messenger

Let the Grain Dealers Journal be your message  
bearer. It reaches progressive grain dealers everywhere



## CHICAGO BOARD OF TRADE MEMBERS

PHILIP H. SCHIFFLIN      EUGENE SCHIFFLIN  
President                      Sec'y and Treas.

**Philip H. Schifflin & Co.**

(INCORPORATED)

**Commission Merchants**  
GRAIN, SEEDS and PROVISIONS

515-518 Postal Telegraph Bldg.  
Tel. Harrison 833.      CHICAGO, ILL.

**W. H. LAKE & CO.**  
**Commission Merchants**  
**GRAIN AND PROVISIONS**

50 BOARD OF TRADE      CHICAGO  
206 Chamber of Commerce, St. Louis

## MEMBERS

Chicago Board of Trade  
New York Produce Exchange  
St. Louis Merchants Exchange  
Baltimore Chamber of Commerce  
Minneapolis Chamber of Commerce

GEO. S. DOLE, Pres.      H. N. SAGER, Sec.

**J. H. DOLE & CO.**

(ESTABLISHED 1852)

**COMMISSION MERCHANTS**  
**GRAIN AND SEEDS**

We solicit your  
**CONSIGNMENTS**  
and orders in futures.

226 La Salle St.,      CHICAGO

MINNEAPOLIS      MILWAUKEE

**W. A. FRASER CO.**

Consignments and  
Future Delivery Orders Solicited  
714-715 Royal Ins. Bldg.      CHICAGO

**FREEMAN BROS. & CO.**

COMMISSION  
MERCHANTS

**GRAIN      HAY      STRAW**

66 BOARD OF TRADE, CHICAGO  
Orders for the purchase and sale of grain for future delivery  
executed

BUFFALO      ALBANY      BOSTON

**E. W. ELMORE**

Grain Receiver and Shipper  
Operating the Interior Elevator at South  
Bend, Ind.

323-5 Postal Telegraph Building, CHICAGO

**REQUA BROTHERS**  
CHICAGO

Stands for Prompt Returns, undi-  
vided attention to selling Consign-  
ments. *Give us a Trial.*

FRANK E. GULICK,  
Manager Rec. Dept.

**Lamson Bros. & Co.**

ESTABLISHED 1874

Commission Merchants

**Grain Consignments**  
**Solicited**

Also future delivery orders on all ex-  
changes.

Grain — Previsions — Stocks — Cotton

6 Board of Trade      CHICAGO

LAVERNE A. LEWELLYN      PRESIDENT

**MERCHANTS GRAIN CO.**

TEL. HARRISON 6074      74 BOARD OF TRADE

**COMMISSION MERCHANTS**  
CHICAGO

FINLEY BARRELL      FREDERICK R. BAGCOCK

**FINLEY BARRELL & CO.**

GRAIN  
PROVISIONS  
STOCKS

Monadnock Block      CHICAGO

It's as much our business to  
**GIVE SATISFACTION**  
as secure grain shipments. Try us.  
**CRIGHTON & CO.**  
Royal Insurance Bldg., Chicago

**MY PLATFORM**

Persistent personal attention to  
your consignments.

**YOU MAY VOTE**

for either Bill but you will always  
be prosperous if you consign to  
me.

**B. S. ARMSTRONG**

Postal Telegraph      Chicago

**T. E. WELLS & CO.**

Commission

**Grain—Seeds—Barley**

Send orders. Ship your grain to strong  
reliable people—any Chicago Banks for  
reference. W. M. Timberlake with  
twenty years' experience in the sample  
markets will see that you get good  
service.

1011-1017 Royal Insurance Bldg., Chicago

Members Chicago Board of Trade

**John F. Wright & Co.**

Commission Merchants  
2 Sherman St., Chicago

Long Distance Phone Harrison 632  
Accurate, prompt and intelligent execution  
on everything intrusted to our care.

**E. W. BAILEY & CO.**  
**COMMISSION MERCHANTS**

GRAIN, SEEDS and PROVISIONS

72 BOARD OF TRADE  
CHICAGO

**YOUNG & CO.**

Successors to

Young & Nichols

**Grain**

Commission Merchants

169 Jackson Blvd., CHICAGO, ILL.



# CHICAGO BOARD OF TRADE MEMBERS

A. L. SOMERS  
President

C. W. BUCKLEY  
Sec. and Treas.

**Somers, Jones & Co.**  
(Incorporated)

**COMMISSION MERCHANTS**  
Grain and Field Seeds

Consign your grain and seeds to us for close personal attention and best possible results. Orders for future delivery receive careful attention. Send for our Market Letters.

**82 Board of Trade, CHICAGO**  
Long Distance Telephone Harrison 3564

**Rosenbaum Brothers**

**COMMISSION MERCHANTS**

77 Board of Trade  
**CHICAGO**

Consignments our Specialty  
Orders for Future Delivery Carefully Executed  
We Solicit Your Correspondence

**Bogert, Maltby & Co.**

**COMMISSION MERCHANTS**

Correspondence and Consignments Solicited.

Orders for future delivery carefully executed.

**SCREENINGS AND MILL STUFF**

**306-308 Postal Telegraph Bldg.  
CHICAGO**



(For Quantities, Each Finger Represents 5000 Bushels)



No order too large for me to execute  
**GRAIN  
CONSIGNMENTS  
A SPECIALTY**

**Sam Finney**

715 Board of Trade  
**CHICAGO**

or too small to be appraised

**TIMOTHY  
FLAX  
CLOVER**

**SEEDS**

A SPECIALTY

**BARLEY  
OATS  
CORN**

**F. E. WINANS**

Grain Commission Merchant  
6 Sherman St., Chicago

J. K. HOOPER  
President

ERVIN A. RICE  
Vice-Pres.

E. G. BROWN  
Secy-Treas.

**HOOPER GRAIN CO.**

**OAT SHIPPERS**

Postal Telegraph Bldg., Chicago  
Operate Atlantic Elevator and Grand Trunk Western  
Elevators, Chicago

**ARMOUR GRAIN COMPANY**  
**CONSIGNMENTS SOLICITED**

We Are Fully Equipped in Every Way to Give Best Service in Chicago

**205 LA SALLE STREET**

**CHICAGO**

We are **BUYERS** and **SHIPPERS** of All Kinds of

**GRAIN**

CONSIGNMENTS AND TRADES IN FUTURES SOLICITED

**J. C. SHAFFER & CO.**

**240 La Salle St., Chicago, Ill.**

W. P. ANDERSON, Pres.

W. L. GREGSON, Secy.

**W. P. ANDERSON & COMPANY**

Consignments Solicited

**GRAIN AND PROVISIONS**

**12 Sherman Street**

**CHICAGO, ILL.**

**Wheat Tables**

On Cards

Clark's Wheat Tables for reducing wagon load weights to bushels reduce any number of pounds up to 4,000 to bushels of 60 pounds each.

In addition to the regular reduction table, 4 dockage tables showing the dockage of any quantity up to 4,000 lbs., at 1, 2, 3 and 5 lb. dockage are given. Also a table for reducing any quantity of flaxseed, rye or shelled corn up to 4,000 lbs. to bushels of 56 lbs.

Printed in two colors on heavy bristol board with eyelet to hang beside scale beam. These six tables will be sent, prepaid, for 50 cents.

GRAIN DEALERS CO., 255 La Salle Street, Chicago, Ill.

WRITE FOR OUR DAILY MARKET LETTER  
J. H. WARE  
E. F. LELAND

**CONSIGN**

Your Grain and Seeds and send your orders to

**WARE & LELAND**

400-410 Postal Telegraph Bldg.,  
**CHICAGO**

For Grain and  
Provisions

YOUR INTERESTS ARE OUR INTERESTS



**CHICAGO BOARD OF TRADE MEMBERS**

C. W. Rogers, Pres.  
H. J. Hurlburt, Treas.

J. C. Rogers, Vice-Pres.  
S. B. Cochran, Secy.

**ROGERS GRAIN COMPANY**  
Buyers and Shippers of Grain

References: Corn Exchange Natl. Bank  
First National Bank

Main Office: 760, 701 & 718 Royal Insurance Building  
CHICAGO

H. W. ROGERS

J. C. ROGERS

**H. W. ROGERS & BRO.**

GRAIN, SEED AND PROVISIONS

COMMISSION MERCHANTS

700-701 Royal Insurance Bldg., CHICAGO

**H. M. Paynter**

**GRAIN and FIELD SEEDS**

700-701 ROYAL INSURANCE BLDG., CHICAGO

All business transacted through H. W. Rogers  
& Bro. Correspondence solicited.

**W. H. MERRITT & CO.**

**Grain Buyers and Shippers**

CORRESPONDENCE SOLICITED

87 Board of Trade, CHICAGO, ILL.

**W. H. PERRINE & CO.**

COMMISSION  
MERCHANTS

Consignments a Specialty

338 Postal Telegraph Bldg., Chicago, Ill.



**WALTERS BROTHERS**

INCORPORATED

Commission Merchants  
Grain, Hay and Seeds

75 Board of Trade CHICAGO

**C. H. Thayer & Co.**

Your Consignments and Future Orders Solicited

Our untarnished record for over a quarter of a century, with conservative business methods and staying qualities, backed up with over \$100,000.00 capital certainly speaks for itself.

2 and 4 Sherman Street, CHICAGO

**C. S. BENTLEY**

GRAIN COMMISSION MERCHANT

Consignments Solicited

Orders for future Delivery promptly executed  
79 Board of Trade CHICAGO

**PRINGLE, FITCH & CO.**

Solicit your cash consignments  
and future orders.

ROOM 1, BOARD OF TRADE

W. K. MITCHELL, Manager Cash Grain Dept.

**Grain Shippers**

and in fact all grain men who are  
wide awake and on the alert to get  
onto all the ins and outs of the grain  
business, subscribe for and read the  
Grain Dealers Journal.

**NEW YORK PRODUCE EXCHANGE MEMBERS**

**FORBELL & KIPP**

COMMISSION MERCHANTS  
GRAIN, MILL FEEDS, HAY  
OATS A SPECIALTY

Consignments Solicited

342 Produce Exchange, NEW YORK CITY

**CUSHING & BRANDT**

COMMISSION MERCHANTS

Grain and Cotton Seed Oil

Liberal Advances on Consignments

C. I. F. GRAIN BROKERS

424 Produce Exchange, NEW YORK

MEMBERS—New York Produce Exchange  
Chicago Board of Trade  
Minneapolis Chamber of Commerce  
St. Louis Merchants Exchange  
Grain Dealers National Ass'n.

Chas. B. Morris Established 1870 Chas. J. Leward

**CHAS. B. MORRIS & CO.**

GRAIN, FEED, HAY AND STRAW  
Foot 131st Street, HUDSON RIVER, N. Y.

Storage capacity, 125 Cars. Liberal advances  
made on all consignments. Members N. Y. Pro-  
duce Exchange and National Hay Association.

**RUBINS BROS.**

**GRAIN**

305 Produce Exchange, NEW YORK

L. A. Morey, Pres. H. B. Smith, Treas.  
A. F. Therrien, Sec'y

**JONES & MOREY CO.**

Commission Merchants  
Grain Brokers

NEW YORK CHICAGO  
Produce Exchange Board of Trade

WAVERLY, N. Y.

**Custom SHELLING**  
and

**KILN DRYING of CORN**  
A SPECIALTY

for grain destined to territory  
reached via Erie, L. V. or  
D. L. & W. Railroads.

Grain, Mill Feed, Corn Meal  
and Cracked Corn handled in  
full and mixed cars.

**Tioga Mill & Elevator Co., Waverly, N.Y.**

NEW YORK, N. Y.

Special attention given to  
forwarding.

**MARTIN S. HEBERT**

GRAIN BROKER  
& COMMISSION MERCHANT

PRODUCE EXCHANGE BLDG.  
NEW YORK CITY, N. Y.



## ST. LOUIS MERCHANTS EXCHANGE MEMBERS

### NANSON COMMISSION CO.

**GRAIN, HAY and SEEDS**

202 Chamber of Commerce, ST. LOUIS, MO.

John Mullally, Pres. Martin J. Mullally, V-Pres.  
Vincent M. Jones, Secy. and Treas.

### JOHN MULLALLY COMMISSION CO.

**GRAIN, HAY and SEEDS**

Consignments and Correspondence Solicited.  
Your shipments will have our best attention.  
Chamber of Commerce, ST. LOUIS, MO.

### DANIEL P. BYRNE & COMPANY

GENERAL COMMISSION MERCHANTS

Successors to Redmond & Co. Com. Co.

Established 1884. Incorporated 1887.

**Grain, Hay, Millfeed and Seeds**

Chamber of Commerce ST. LOUIS, MO.

### Connor Bros. & Co.

**GRAIN**

ST. LOUIS :: MISSOURI

W. C. GOFFE, G. S. CARKENER, G. C. MARTIN, JR.

### GOFFE & CARKENER CO.

(Not Incorporated)

514-15 CHAMBER OF COMMERCE  
ST. LOUIS

### THE CONSIGNMENT HOUSE THAT GETS RESULTS

Members { Merchants Exchange, St. Louis  
Kansas City Board of Trade  
Chicago Board of Trade

MARSHALL HALL, Pres. J. B. BETHUNE, Sec.-Treas.

### W. L. GREEN COMMISSION CO.

**GRAIN**

Members { Merchants Exchange of St. Louis.  
Chicago Board of Trade.

203 Merchants Exchange, ST. LOUIS, MO.

Established 1884 Long Distance Phone, Main 761

### EATON, McCLELLAN & CO.

**Grain, Hay and Seeds**

GENERAL COMMISSION

417 Chamber of Commerce ST. LOUIS

## SEELE SAINT LOUIS

### Wm. D. Orthwein Grain Co.

ST. LOUIS, MO.

If you want the best service on consignments to St. Louis ship to us.

### G. L. Graham & Co.

ST. LOUIS, MO.

**GRAIN and HAY  
SELLERS EXCLUSIVELY**

Only your interests to serve. This assures best price and results always.

### LANGENBERG BROS. & CO.

RECEIVERS and EXPORTERS

**Grain, Hay and Seeds**

417 Chamber of Commerce

ST. LOUIS, MISSOURI

### BALLARD MESSMORE & CO.

General Commission Merchants

**Grain, Bran, Hay and Feed**

520 Chamber of Commerce ST. LOUIS

*Say*

Let the Grain Dealers Journal  
Want Ads do your work.  
*They bring quick returns.*

### J. H. TEASDALE COM. CO.

ST. LOUIS, MO.

**ARE YOU WISE**—To the opportunities of your business. Why not send your grain consignments to a house which will help your profits. Your success means ours.

## BOSTON CHAMBER OF COMMERCE MEMBERS

### J. E. SOPER & CO.

BOSTON, MASS.

Buy all grades Wheat, Corn, Oats, Barley, Buckwheat, Millfeeds, and all kinds of Special feeds. Also handle consignments for New England Territory.

### THE D. W. RANLET CO.

708 Chamber of Commerce, BOSTON, MASS.

We are always in the market for sample lots of good feed wheat, also buy all kinds of grain and feed. ¶ As the new crop approaches, quote us.

### THOMAS RONALD

401 Chamber of Commerce, BOSTON, MASS.

Member of Boston Chamber of Commerce. 20 years experience. EXPORT and DOMESTIC brokerage accounts solicited.  
Eastern and Western references furnished.

## PITTSBURG GRAIN AND FLOUR EXCHANGE MEMBERS

### HAY and GRAIN

We want to hear from shippers of Hay and Grain. Our direct service to large consumers in this district enables us to get top prices for good shipments. Liberal advancements to consignors.

**DANIEL McCAFFREY'S SONS CO.**  
PITTSBURGH, PA.

Refs: Washington Nat'l Bank; Duquesne Nat'l Bank

### H. G. MORGAN & CO.

**Grain and Hay**

PITTSBURGH, PA.

**Ear Corn Wanted**

JAMES GRAHAM ESTABLISHED 1866 S. C. GRAHAM

### JAMES GRAHAM & SON

Capital, \$400,000.00

**GRAIN, HAY and MILL FEED**

REFERENCES—First National Bank, Mellon National Bank, Bradstreet's and Dun's Mercantile Agencies  
807 Westinghouse Building, PITTSBURGH, PA.



**BALTIMORE CHAMBER OF COMMERCE MEMBERS****Thos. Johnston Co.**  
**GRAIN**Receivers and Shippers. Consignments Solicited.  
204 Marine Bank Bldg., BALTIMORE, MD.Established 1882  
**G. A. HAX & CO.**  
COMMISSION  
Grain, Hay and Seeds  
445 North Street, BALTIMORE, MD.**CHAS. ENGLAND & CO.**Commission Merchants  
**GRAIN :: HAY :: SEEDS**  
308-310 Chamber of Commerce, BALTIMORELOUIS MÜLLER  
PresidentJOHN M. DENNIS  
Vice-PresidentFERDINAND A. MEYER  
Treasurer

THOMAS C. CRAFT, Jr., Ass't Treas.

**LOUIS MÜLLER CO.**  
**Grain Merchants***Correspondence and Consignments Respectfully Solicited***BALTIMORE**

::

**MARYLAND****JOHN T. FAHEY & CO.**  
**GRAIN RECEIVERS AND EXPORTERS**We are in the market every day.  
Correspondence Solicited.  
**BALTIMORE, MARYLAND****E. F. RICHARDS & CO.**Off Grade Grain a Specialty.  
**GRAIN COMMISSION**  
Consignments Solicited.  
515 Chamber of Commerce, BALTIMORE, MD.

WM. R. HAMMOND

JNO W. SNYDER

J. C. VINCENT

E. M. SILLS

W. LEROY SNYDER

**HAMMOND, SNYDER & COMPANY****GRAIN****Receivers and Exporters**CORRESPONDENCE AND CONSIGNMENTS  
SOLICITED**BALTIMORE, MD.****PHILADELPHIA COMMERCIAL EXCHANGE MEMBERS****S. J. CLEVINGER**

Buyer and Commission

**Grain, Feed, Hay, Straw**  
468 Bourse Building

Correspondence Solicited. PHILADELPHIA, PA.

**EDMUND E. DELP & CO.****GRAIN AND HAY**

453 BOURSE

PHILADELPHIA

Established 1863  
**E. L. ROGERS & CO.**  
**COMMISSION MERCHANTS**Grain, Hay, etc. Consignments a Specialty.  
388 Bourse Building  
**PHILADELPHIA, PA.****L. F. MILLER & SONS**

Receivers and Shippers of

**GRAIN, FEED, SEEDS, HAY, ETC.**

CONSIGNMENTS SOLICITED

Office 2931 N. Broad St., PHILADELPHIA, PA.  
Elevator and Warehouse, Germantown Jet. P. R. R.**C**ORN and oats in split cars find a  
ready market here.**M. F. BARINGER** THE BOURSE 502-3-4 **PHILADELPHIA****S. C. WOOLMAN & CO.**

Receivers and Shippers

**Grain, Hay, Mill Feed**

Send for our Market Letter

**PHILADELPHIA.****PA.**The grain trade's accepted medium for "Wanted" and "For Sale" ads.  
is the GRAIN DEALERS JOURNAL of Chicago, because such ads. placed in it  
bring quick returns.



# TOLEDO PRODUCE EXCHANGE MEMBERS

Established 1877  
**W. A. RUNDALL & CO.**  
 GRAIN AND SEED MERCHANTS  
 We buy delivered Toledo or f. o. b. your station. Personal attention to consignments and trades in "Futures."  
**TOLEDO, OHIO**

**National Milling Co.**  
 TOLEDO, OHIO  
 DAILY FLOUR CAPACITY 4,000 BBLs.  
 ELEVATOR CAPACITY 1,600,000 BU.  
 Always in the market for milling wheat; ask for our daily bids.

**C. A. KING & CO.**  
 Toledo leads the world on Clover Seed—It is one of our leaders—Favor us with your future orders and consignments. Read our Specials.

S. C. Reynolds C. L. Reynolds F. J. Reynolds  
**REYNOLDS BROS.**  
 GRAIN AND SEEDS  
 24, 25 and 26 Produce Exchange  
 TOLEDO, OHIO  
 Offer us your Grain and Seed: Consign it, or ask for bids.

**JOHN WICKENHISER & CO.**  
 Buyers and Shippers of GRAIN  
 We buy F. O. B. your station for direct shipment to interior points.  
 Personal attention to consignments.  
**Toledo, Ohio**

**W. H. MOREHOUSE & CO.**  
 GRAIN AND SEED COMMISSION MERCHANTS  
 Clover, Alsylke, Timothy, Hungarian, Redtop, Blue Grass, Seed Corn, Etc.  
 321 to 329 Erie St., Toledo, Ohio

FRED O. PADDOCK, Pres. JESSE W. YOUNG, Vice Pres.  
 ORMOND H. PADDOCK, Secy. and Treas.  
**THE PADDOCK-HODGE CO.**  
 GRAIN  
 Toledo, Ohio  
 Write, wire or phone us when you want to trade.

**The Toledo Salvage Co.**  
 Buyers of  
 OFF GRADES and  
 SALVAGE GRAIN  
 Toledo, Ohio

**CLOVER SEED**  
 CASH AND FUTURES.  
 Ask for our daily Seed Card.  
**SOUTHWORTH & CO., Toledo, Ohio**

W. W. Cummings, Pres. C. O. Wessendorf, Sec'y & Treas.  
**THE J. J. COON GRAIN CO.**  
  
**Grain, Seeds and Feed**  
 Cash or Futures. Consignments Solicited  
 61 Produce Exchange TOLEDO, OHIO

**Quotation Record**  
 Is sheets of bond paper ruled to facilitate keeping a daily record of the market prices of options on "Change." Each sheet or chart is headed "Board of Trade Quotations for the Week Commencing Monday—19—." Each sheet has twelve columns provided for different options, four for Wheat, four for Corn and four for Oats; also spaces for the market on each at 9:30, 10:30, 11:30 and 12:30 and the close, as well as the closing price the previous week.  
 As a handy reference record of market prices it has no equal. Each sheet is 9 1/2 x 9 1/2 inches and has spaces for one week's record. The sheets are put up in blocks of sixty—a year's supply. Order Form 97A, price 75 cents.  
**GRAIN DEALERS JOURNAL**  
 255 La Salle Street CHICAGO, ILL.

**Consignments**  
 of seed bring good prices. Stencil and tag your bags. If your shipments get mixed with others we can sort them out. We furnish stencils free. Also sample envelopes. Ask for them.  
**J. F. Zahm & Co.**  
 Fred Mayer Fred Jaeger  
**GRAIN—SEEDS**  
 TOLEDO, OHIO

## BUFFALO, N. Y.

**Globe Elevator Company**  
 We are located on the Michigan Central, Grand Trunk, and Wabash Railroads. If you can ship your grain to arrive at Buffalo via these lines, we believe it would be to your interest to do business with us. We will bid you delivered Buffalo or handle on consignment. We have a large eastern trade and do a large local business at Buffalo.  
 Our facilities enable us to handle grain arriving out of condition to the best advantage market will afford.  
**203-16 Chamber of Commerce**  
**BUFFALO, N. Y.**

## DAVENPORT, IOWA:

**D. ROTHSCHILD GRAIN CO.**  
 General Grain Merchants  
 Choice Barley and Milling Oats a Specialty  
 Samples and prices will be cheerfully submitted upon application.  
 Members of  
 Chicago Board of Trade  
 Peoria Board of Trade  
 Minneapolis Chamber of Commerce  
 Cincinnati Chamber of Commerce  
**General Office, Davenport, Iowa**

## CLEVELAND, OHIO

**THE UNION ELEVATOR CO.**  
 Buyers and Shippers of  
**Corn, Oats, Wheat, Hay & Straw**  
 CLEVELAND, OHIO  
 We are in the market at all times for "off grades" of grain

## MEMPHIS, TENN.

W. P. BROWN GEO. READ  
**W. P. Brown & Co.**  
 SUCCESSORS TO  
 JNO. K. SPEED & CO.  
 Wholesale  
**Grain, Hay and Salt**  
 SEED SEED  
 CORN OATS  
 MEMBERS  
 Grain Dealers National Association  
 National Hay Association  
 Memphis Merchants Exchange  
 Memphis Hay and Grain Association  
**MEMPHIS, TENNESSEE**

## NEW ORLEANS, LA

**STEINHARDT & CO.**  
 GRAIN BUYERS AND EXPORTERS  
 We have a fully equipped department for handling consignments of grain.  
**NEW ORLEANS, LA.**

**A. F. LEONHARDT & CO.**  
**GRAIN AND HAY**  
**NEW ORLEANS, LA.**



## CAIRO BOARD OF TRADE MEMBERS

**H. S. ANTRIM & CO.**  
SUCCESSORS TO  
 C. M. HOWE & BRO.  
**GRAIN and HAY**  
1101 Com'l Ave., Cairo, Ill.  
 Correspondence and Consignments Solicited.  
 Members of Grain Dealers National Association.  
 (Members of Cairo Board of Trade.)

**Do You Want**

The grain trade news? Then subscribe for the GRAIN DEALERS JOURNAL. Twice each month for \$1.50 per year.

**REDMAN, MAGEE & CO.****GRAIN**

Delta Elevator CAIRO, ILL.

# H. L. HALLIDAY MILLING COMPANY

## WHEAT CORN AND OATS

CAIRO, ILLINOIS

## RECEIVERS, SHIPPERS AND BROKERS.

PEORIA, ILL.

**VAN TASSELL GRAIN CO.**  
**GRAIN  
 MERCHANTS**  
 PEORIA - - ILLINOIS

MILWAUKEE, WIS.

**Grain Dealers**

It is no speculation to ship us your grain. It's a sure thing you will be satisfied.

**L. BARTLETT & SON CO.**  
 Milwaukee Chamber of Commerce

NASHVILLE, TENN.

Established 1876  
**MILLER & COMPANY**  
 HAY, GRAIN AND COMMISSION  
 Nashville, Tenn.  
 CONSIGNMENTS SOLICITED

Correspondence Solicited Private Wire to All Points  
**T. A. Grier & Co.**  
 GRAIN SHIPPERS AND RECEIVERS  
 Rooms 18-19-20-22 Chamber of Commerce  
 PEORIA, ILL.

L. W. GIFFORD J. H. BARRETT  
**CHAS. R. LULL & CO.**  
 Grain Commission  
 MILWAUKEE WISCONSIN

**KENDRICK-ROAN GRAIN CO.**  
 Incorporated  
 GENERAL GRAIN MERCHANTS  
 Receivers-Shippers  
 Correspondence and Consignments Solicited.  
 NASHVILLE, TENN.

SAGINAW, MICH.

**THE HENRY W. CARR COMPANY**  
 SAGINAW, MICH.

General Selling Agents, Commission Merchants  
 Receivers corn, wheat and all kinds of feeds.  
 Shippers oats, rye, buckwheat, barley, hay, straw,  
 potatoes, etc.  
 Correspondence and consignments solicited.

HARRISBURG, PA.

**HARRISBURG FEED & GRAIN COMPANY**  
 ORGANIZED 1901  
**JAMES W. BARKER, Manager**  
 HARRISBURG, PENNSYLVANIA  
 - GRAIN-FEED-HAY-STRAW -  
 Car Lots Only  
 Our manager has been buying grain in Pennsylvania since 1885

PORTLAND, ME.

**EDWARD P. MERRILL**  
**GRAIN BROKER**  
 PORTLAND, MAINE

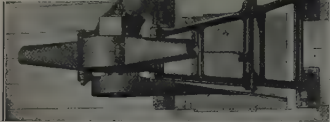
Connection wanted with a good roller oats mill



## POWER CAR LOADERS FOR ELEVATORS

### The Ideal Car Loader

Successfully loads both ends of car at the same time. See position of fan. Grain enters in center of fan and is at once started in right direction. No loss of power. When not in use loader is not exposed to the weather. Can be pulled into elevator owing to construction of holding frame.



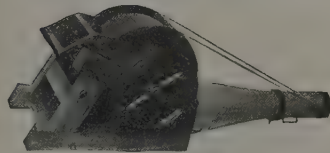
This loader has many other points of superiority. Write now.

THE IDEAL CAR LOADER CO., Allenville, Ill.

### BUYERS AND SELLERS

of grain elevators. You can make your wants known quickly by advertising in the "Elevators for Sale and Wanted" columns.

### Cyclone Grain Loader



Strong in Construction. Simple in Operation. Every part carefully adjusted. It cannot be torn down by car getting away.

Capacity—1000 pounds per minute.  
2 to 4 Horse Power.

Any Practical Man Can Install Ready for Use.

**Cyclone Grain Loader Co.**

NORWALK, OHIO

The ONLY Car Loader That Will Not Damage the Grain.

### COMBINED Grain Cleaner and Pneumatic CAR LOADER



North Manchester, Ind.,  
August 15, 1907.  
Mattoon Grain Conveyor,  
Mattoon, Ill.

Dear Sirs: Enclosed find our check for the car loader. We are very much pleased with this combined cleaner and loader and don't see how we could get along without it. It certainly is a complete success. We have had experience enough with many different makes of loaders to know that it is difficult to get a loader that will load cars perfectly and that too without breaking or grinding the grain, but this will load a car perfectly without damaging the grain, and on the contrary materially improves it by the strong current of air passing through the grain. To understand what a complete success this loader is one must see it work. We like it well enough that we expect to put in one or two more soon. Very truly,  
KINSEY BROS.

THESE PARTIES ARE NOW INSTALLING THEIR THIRD MACHINE.

The ONLY Machine that Will Clean and Load at the Same Time.

For Descriptive Circular and Prices — Address:

**Mattoon Grain Conveyor Co.**  
MATTOON, ILL.



The Third Car Loader which left our factory was a No. 12 which we shipped April 13th, 1901, to Mr. O. C. Benson, Fairmount, Ill. Of course we have been able to make a number of improvements since then but nevertheless he liked it well enough to order one for his elevator in Catlin in October, 1902. Several weeks ago we received a letter from Messrs. Catlett & White of Fairmount asking the price of our No. 12. We presume they knew about the one Mr. Catlin has, but to make sure we spoke of it in our reply and a few days later we received their order in which they stated the loader would replace one of another make. Some machines do good work while new but in a short time they become unsatisfactory. However, this loader after selling one to the same party a year and a half later now sells one to another firm when it has been in use for more than 7 years. If there are none of our loaders near you for you to see, we will gladly send you one on approval with the understanding, that if you are not entirely satisfied with it in every respect, you may return it at our expense. Do you know of a fairer proposition? We have about 50 in stock, so can make prompt shipment.

MAROA MFG. CO.

Maroa, Illinois

### Power Transmission and Elevator Equipment



Our Spiral Conveyors have given eminent satisfaction to grain dealers now using them. Elevator operators are more and more looking to us to equip their plants in first class manner. For belt tighteners, spiral and square tooth clutches, friction clutches, or any equipment, write

W. A. JONES FOUNDRY & MACHINE CO.

139 W. North Ave., CHICAGO  
ELEVATOR OUTFITTERS

### POSITIVELY GUARANTEED

to shell either shucked or unshucked corn faster with less power in proportion to capacity; take the corn off the cobs cleanly; clean both cobs and corn more perfectly; do less crushing or grinding of corn or cobs and save a larger per cent of the corn than any other cylinder sheller on the market.

Send for Catalog

### NEW MARSEILLES DUSTLESS CYLINDER CORN SHELLERS

Made in Several Sizes, Both Stationary and Portable Styles

WE MAKE Hand and Power Corn Shellers, Horse Powers, Feed Grinders, Portable Elevators and Wagon Dumps, Pump Jacks, Grain Elevator Machinery and Supplies.

Speaks for Itself:

Gainesville, Texas; May 12, 1908.

Marseilles Mfg. Co., Marseilles, Ill.

Gentlemen: We purchased the first Shuck Corn Sheller you ever made, some eighteen or twenty years ago. Since then we have bought 12 or 15 of them, representing every improvement, and expect to buy several more this season. We have bought one or more of about every other make and think we are competent judges of such machinery. Your Shellers husk and shell the corn off the cob more thoroughly; save it more completely; clean both the shelled corn and the cobs more perfectly; requires less power in proportion to capacity; are more durably constructed and cost less, loss of time and cost of repairs considered, than any sheller we have ever used. We have thrown out every other kind of Corn Sheller we ever bought and have replaced them with yours.

KEEL & SON  
By J. Z. Keel,

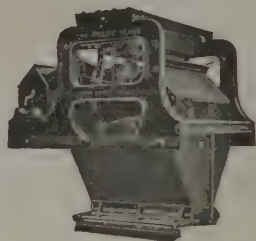
**MARSEILLES MFG. CO. Marseilles, Ill**

Branch Houses and General Agencies at Principal Distributing Cities.



## AVERY Automatic Scales

FOR SHIPPING AND RECEIVING GRAIN



"No Live, Progressive, Up-to-Date Grain Dealer should be without the AVERY, and, once tried, will not be without them."

WALLACE GRAIN CO.  
Cresbard, S. D.,  
April 4, 1908.

Use a Well Tried Scale  
AND RUN NO RISKS

### AVERY SCALE CO.

North Milwaukee

Wisconsin



## The McLeod Automatic Hopper Scale

"The Scale That Weighs"

A masterpiece of simple construction, embodying the correct principles of the standard scales, including a graduated brass beam.

Weighs and records accurately, every pound of grain passing through it. Requires no attention while in operation, and guaranteed not to stick on light or trashy grain.

Its smooth running qualities insure its durability.

NATHAN F. TUFTS.

ESTABLISHED 1941.

CHARLES E. FITZ.

### NATHAN TUFTS & SONS,

Grain, Meal, Feed, Hay and Straw,  
Poultry and Pigeon Feed,

MAIN OFFICE - WARREN BRIDGE  
Bunker Hill Elevator, 59 Cambridge St., Charlestown  
Near East Somerville Station B. & M. R. R.

CHARLESTOWN, MASS.

September 14, 1908.

MESSEURS McLEOD BROS.,

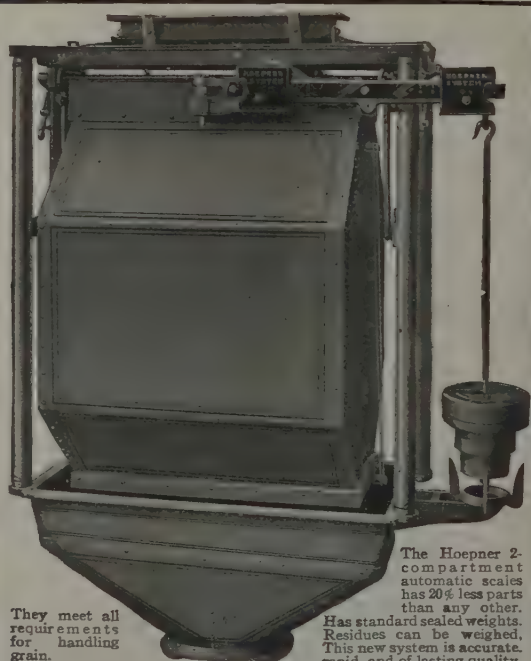
DEAR SIR:—The Automatic Scale is working in a satisfactory manner and we take pleasure in enclosing our check for same.

Yours truly,

NATHAN TUFTS & SONS.

WRITE FOR CATALOG

McLEOD BROTHERS, Bloomington, Ill. or Marietta, Kan.



They meet all requirements for handling grain.

The Hoepner 2-compartment automatic scales has 20% less parts than any other. Residues can be weighed. This new system is accurate, rapid, and of lasting quality.

Write for circular No. 15.

### THE HOEPNER SCALE SYSTEM,

42 W. Jackson Boulevard,

Chicago, Ill.

GEORGE HOEPNER, Prop.

## SET OF BOOKS FOR GRAIN DEALERS

COMPLETE FOR \$3.50.

### A GRAIN RECEIVING BOOK (No. 12 AA).

Grain Register is invaluable to the country grain man and is designed to facilitate the work of keeping a record of weights and number of bushels in wagon loads of grain received.

Each page is 8½x14 inches, and at top of the 11 columns are printed Date, Name, Kind of Grain, Gross, Tare, Net, Bushels, Pounds, Price, Amount and Remarks.

Each page has spaces for 40 wagon loads and each book has 100 pages, making each book contain spaces for records of 4,000 loads. The book is well printed and ruled on sterling ledger paper, and substantially bound in full heavy canvas covers.

### A GRAIN SHIPPING BOOK (No. 14 AA).

Sales, Shipments and Returns is invaluable to the country grain man in keeping record of his sales, shipments and returns from the shipments made. Its use will save much time and book work. The pages are 10½x16½ inches, used double. The left-hand pages are ruled for information regarding Sales and Shipments; the right-hand pages for Returns. Under Sales the column headings are Date, Amount Sold, Price, Grain, Terms. Under Shipments are Date, Car Number and Initial, Our Weights in Bushels, Grade, Route, Rate. Under Returns are Destination Grade, Difference, Bushels, Over, Short, Gross Proceeds, Freight, Over, Short, Commissions, Other Charges, Total Charges, Net Proceeds, Drafts, Remarks. It contains 76 double pages, with room for records of over 2,200 cars. It is well bound in heavy canvas covers with leather corners, and printed on linen ledger paper.

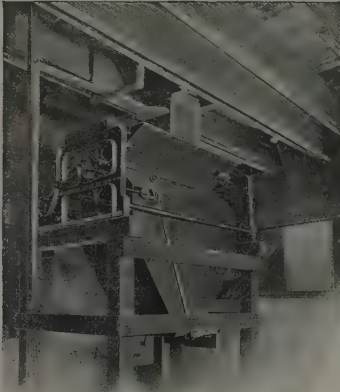
### GRAIN DEALERS JOURNAL

255 La Salle St., Chicago, Ill.



# ULTIMATELY

You will use the  
**“Richardson” Automatic Scale**  
 why not NOW?



Scale in Operation

## Things to Remember

1. It has fewer parts than any other Scale, therefore it is the simplest and least liable to get out of order.
2. It weighs every ounce of grain passing over it, and is uniformly accurate despite any variation in the gravity of the grain.
3. It has met all the changing demands of the last twenty years.
4. It will not stop through sticks, straws or trash in the grain.
5. It weighs its rated capacity of light as well as heavy grain.
6. It is made by Scale Experts of life-long experience, under the supervision of its inventor, who has lived with, thought of, and dreamed about Scales all his life and knows what the trade needs.
7. Its life is estimated at 50 years.
8. It has more users than all other Scales combined.
9. It is tested with the actual material it is to handle and its good working ensured before shipping.
10. It can be supplied on trial and shipped promptly.
11. It is the Standard, by which other makes are judged.
12. There is no Scale “just as good.”

## RICHARDSON SCALE COMPANY

3 Park Row, New York

122 Monroe Street, Chicago, Ill.  
 P. O. Box 338, Kansas City, Mo.  
 P. O. Box 61, Houston, Texas.

415 Third St. South, Minneapolis, Minn.  
 P. O. Box 797, Lincoln, Neb.  
 P. O. Box 75 Des Moines, Iowa.



## Notice the Take Up Bolt?

This is a new feature  
of a successful

## FRICITION JAW CLUTCH

Positive Safe Economical

Full Equipments for Grain Elevators

THE STANDARD CLUTCH MFG. CO.  
SIDNEY, OHIO



\$10 to \$30

## Grain Receiving LEDGER

A book designed for use by Grain Buyers who keep individual accounts with farmer patrons. Is ruled for facts regarding wagon loads received. Its column headings being: Date, Article, Gross, Tare, Net, Bushels and Pounds, Price, Debit, Credit and Remarks.

Each of its 204 pages of linen ledger paper, size, 8½ x 13½ inches, is ruled for 42 wagon loads and numbered. Each page may be used for one or more accounts as desired. A marginal index is bound in front. Bound in cloth with leather back and corners. Order Form 43

Price, \$2.25

Grain Dealers Journal  
255 La Salle St., CHICAGO, ILL.

## COAL SALES BOOK

FOR RETAIL COAL DEALERS

It facilitates bookkeeping, and reduces the chance for error. Practically three books in one: 1. Original entry of all sales made. 2. Original entry of the scale weights. 3. Journal from which the posting is done.

It contains spaces for 6,000 wagon loads. Each page is ruled with column headings, as follows: Date, Ledger, Folio, Purchaser, Gross, Tare, Net Pounds, Price Per Ton, Amount.

This book is 8½x14 inches and contains 150 numbered pages of superior ledger paper. Well bound with best binder board, covered with cloth, leather back, and round leather corners.

Order Form 44. Price, \$1.75.

GRAIN DEALERS JOURNAL  
255 La Salle St., CHICAGO, ILL.

## SCALES

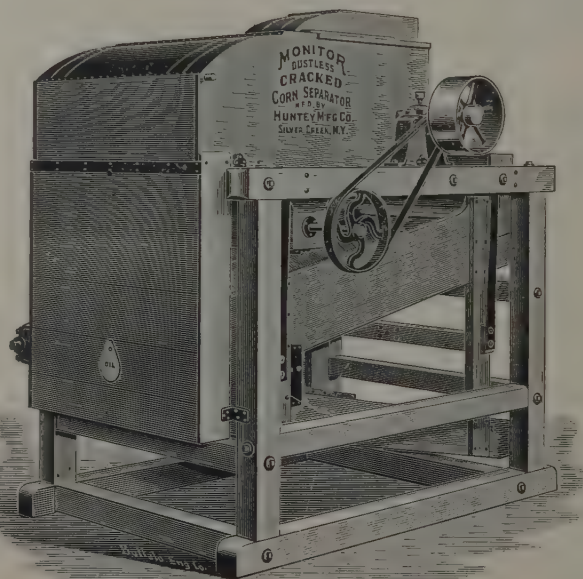
PITLESS WAGON SCALES  
AUTOMATIC GRAIN SCALES

New Designs and Styles

Write for Catalog G. D.

THE STANDARD SCALE & SUPPLY CO.  
50-52 South Canal St., CHICAGO, ILL.

# BIG PROFITS IN CRACKED CORN



## The Monitor Method

Of grading cracked corn to fancy grades has proven a money maker to every user. The Monitor Cracked Corn Separator has had two years of success.

Send for samples and testimonials.

## For Cleaning Grain

on any class of work the

## Monitor Grain Cleaners

are superior to anything in use.

## HUNTLEY MFG. CO.

SILVER CREEK, N. Y.

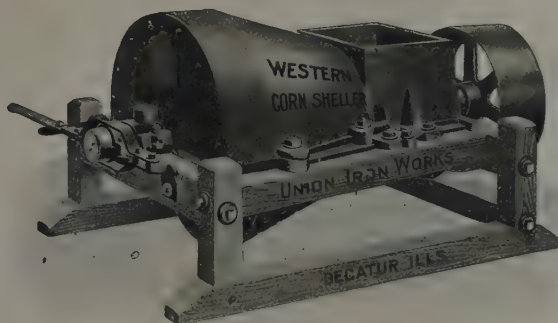
BRANCH OFFICES:

Chicago, Ill., F. M. Smith, Agent, 302 Traders Bldg.  
New York, N. Y., W. K. Miller, Agent, 121 Front St.  
Kansas City, Mo., H. C. Draver, Southwestern Agent,  
10 Board of Trade.  
Minneapolis, Minn., 316-318 4th Ave., So.  
San Francisco, Cal., Berger-Carter Co., Pacific Coast  
Agents, Mississippi and 17th Sts.  
St. Louis, S. J. McTiernan, Agent, Terminal Hotel.  
Tilsonburg, Ont., W. R. Ream.

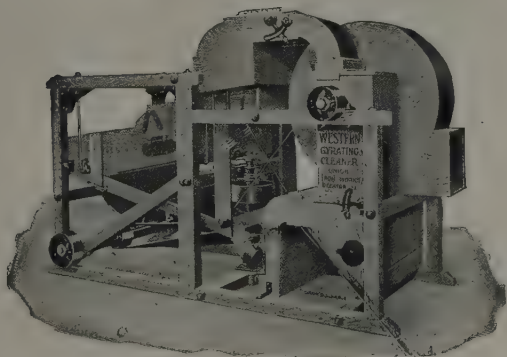




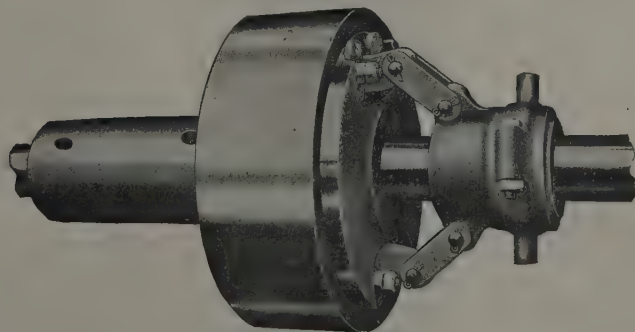
Patent Applied for  
"Western" Pitless Sheller



Patented February 13, 1900  
"Western" Regular Warehouse Sheller



The "Western" Gyrating Cleaner  
Built in eight sizes.



Patent Allowed  
"Western" Friction Clutch

# "WESTERN" SHELLERS, CLEANERS AND ELEVATOR EQUIPMENT

---

We pride ourselves on prompt shipments.

---

Our goods are always the standard of excellence.

---

Elevator supplies of every description.

---

No order too small to receive our prompt and careful attention.

---

You should investigate THE "WESTERN" FRICTION CLUTCH; simple, compact and durable; will save the price of your belts many times.

---

Write for Catalog and Descriptive Circulars of Our Entire Line.

**Union Iron Works**  
DECATUR, ILLINOIS



# COLD DRY AIR DRIERS AND RENOVATORS

THE ELLIS DRIER COMPANY is prepared to install at a NOMINAL COST the very LATEST and BEST APPARATUS of the so called pneumatic system. As a grain cooling proposition for small country elevators, where only a very limited capacity is needed and cost of operation is not considered, this apparatus will do excellent work. The same arrangement can also be used for drying.

We shall be glad to answer all inquiries.

**ELLIS DRIER CO., 747 Postal Telegraph Bldg., Chicago**

## Johnson's Grain Dryer and Renovator

Chicago, Sept. 11, 1908.

E. G. Isch & Co., Peoria, Ill.

Gentlemen:—In reply to your request for our opinion on the Johnson Dryer, you installed recently in our plant, would say that it fulfills all promises and all you claim for it.

It was installed as an experiment as there was no other one in this city and the best recommendation we can give it is that we accepted it and paid for it.

The dryer can be run without extra help night and day and Sundays, and even in damp weather the air from the dryer goes into the bins perfectly dry. We made some very severe tests on wet salvage grain with good results and on damp grain there is no question that it will put the same in condition usually with 8 to 12 hours' application.

We consider the dryer past the experimental stage now and congratulate you upon having the most satisfactory device for drying damp grain.

To obtain the best results, however, a large compressor should be used.

Wishing you success, we are

Respectfully yours,

MUELLER & YOUNG GRAIN COMPANY,

H. MUELLER, Pres.

**E. G. ISCH & CO., Peoria, Illinois**

## Grain Purifier and Bleacher

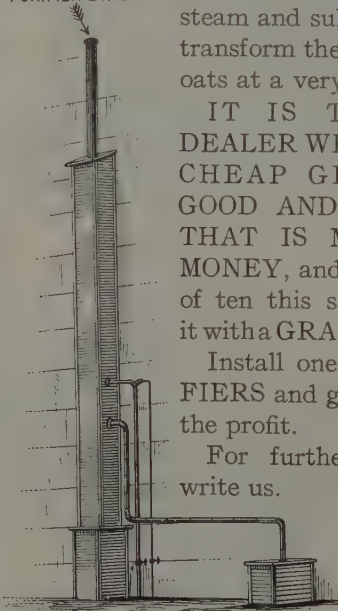
This is a simple machine which gives supreme satisfaction. A little steam and sulphur fumes will transform the quality of your oats at a very small cost.

IT IS THE GRAIN DEALER WHO CAN MAKE CHEAP GRAIN LOOK GOOD AND SELL WELL THAT IS MAKING THE MONEY, and nine times out of ten this same fellow does it with a GRAIN PURIFIER.

Install one of our PURIFIERS and get your share of the profit.

For further particulars write us.

PURIFIER STACK

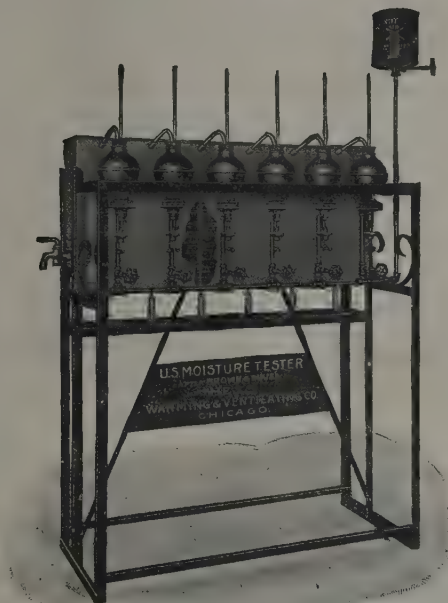


**U. S. GRAIN  
PURIFIER CO.**

EARL PARK,  
INDIANA



# NOW YOU NEED A Hess (V. S.) Moisture Tester



## Why Buy Water at Corn Prices?

Anyone can use it. Makes correct tests in 20 minutes. Heated by gas, gasoline, alcohol or kerosene.

PRICES F. O. B. CHICAGO:

2 Compartment, Complete, . . . . .	\$40.00
4 Compartment, Complete, . . . . .	50.00
6 Compartment, Complete, . . . . .	60.00
Torsion Balance, Recommended and used by U. S. Department of Agriculture, . . . . .	23.00

Hess U. S. Moisture Testers are used by many leading grain dealers and exchanges.  
Send for free booklet with instructions for testing grain for moisture.

**HESS WARMING & VENTILATING COMPANY**  
907 Tacoma Building, CHICAGO

P. S.—Hess Grain Driers are used everywhere. Made in all sizes—for all kinds of grain and seed.

**HESS-DRIED IS BEST DRIED**



## SHIPPERS' RECORD BOOK NO. 20

is designed to facilitate the book-keeping of grain shippers, and to minimize the labor of keeping a complete record of each car shipped. The book is 9½x12 inches and contains 100 double pages of superior paper. It is well bound, ruled in two colors, and the column headings clearly printed. Spaces are provided for records of 2,900 car loads.

At top of left-hand page, in bold-faced type, are the words, "IN ACCOUNT WITH," and at top of facing page is dotted line for name of firm to whom grain is sold. It is intended that records of shipments to each firm shall be kept separate. The column headings on the facing pages are: Date of Sale, Date of Shipment, Car No., Initials, Amount Sold, Kind of Grain, Weight, Price, Draft, Remarks, Date Returned, Weight Returned, Overdrawn, Net Proceeds, and Balance. Wide columns are provided for recording these facts under the respective heads. Price, \$1.75. Address

**GRAIN DEALERS COMPANY**  
255 LaSalle St., CHICAGO, ILL. ☐

## Marseilles Portable Grain Elevator and Wagon Dump

**Saves Money In Big Chunks!**

**Because:**

It saves 20 to 30 minutes' time unloading every wagon and all manual labor.

Think what that means to the man that hires men and teams and the man behind the "scoop" shovel.

It unloads

the largest wagons in 2 to 5 minutes.

Handles ear corn, wheat, shelled corn, any kind of grain, sugar beets, or anything that can be handled with a "scoop."

Two men can set it up or take it down. A boy can operate it.

Let Us Show You Why They Are Superior to Others



Send for Catalog "K."

**FURNISHED MOUNTED ON TRUCKS WHEN DESIRED**

Also with or without Horizontal Top Conveyor, or Swiveled Flexible-Telescoping Delivery Spout.

We can furnish any length or style of outfit, to meet any requirement.

We also make a full line of HAND AND POWER CORN SHELLERS, HORSE POWERS, FEED GRINDERS, PUMP JACKS, ETC.

**MARSEILLES MANUFACTURING COMPANY, Marseilles, Ills.**

Branch Houses and General Agencies at Principal Distributing Cities

## Ideal Portable Grain Elevator



Handles all kinds of Grain.

Strictly Portable.

Strong, Reliable, Durable

Easy to operate.

Many points of Superiority.

Catalog Sent Upon Request

**Luthy & Co.**  
PEORIA ILLINOIS

## Grain CONTRACT BOOK

This book is for the use of the grain buyer in contracting with farmer patrons for grain. By recording agreements made for the delivery of grain bought, each party thereto obtains a clear statement of what is intended by the other, and the farmer lives up to his contract.

The stub is signed by the farmer certifying that he has sold ..... bushels of ..... at ..... per bu., to be delivered on or before ..... It also certifies that he has received ..... dollars on the contract.

The other part is signed by the elevator man and given to the farmer. It certifies that the elevator man has bought so much grain, etc.

Each book contains 50 contracts, numbered in duplicate, printed on bond paper, size 12x4½". If you contract for grain you can not afford to be without these blanks.

Order Form No. 9. Price, 50 cents.

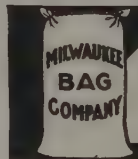
**GRAIN DEALERS JOURNAL**  
255 La Salle Street, CHICAGO, ILL. ☐

## MILWAUKEE BAGS

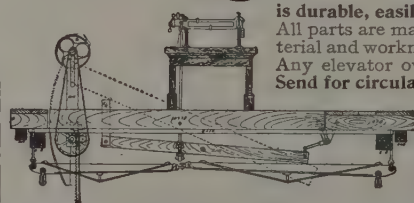
for grain, feed or flour—made right, and printed better than necessary.

Write us for samples and prices.

**MILWAUKEE BAG CO., Milwaukee, Wis.**



## The Eagle Wagon Dump



is durable, easily set up and simple in construction. All parts are made in duplicate, and the best of material and workmanship enter into their construction. Any elevator owner can put this dump together. Send for circulars and discounts.

MINNEAPOLIS, MINN.

EAGLE IRON WORKS, CITY.

Gentlemen—Regarding your Eagle Wagon Dump, would say that I have used a great many of them in elevators that I built for different parties, and I have yet to ever have one complaint made on your dump. They are giving entire satisfaction, and I would further state that they can be put in erected for less money than any other dump on the market, and I gladly recommend them to all my customers. Yours very truly,

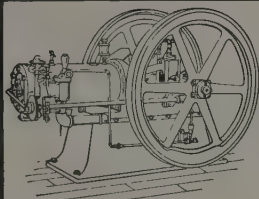
G. T. HONSTAIN.

Patented October 10, 1905.

We Carry a Full Line of ELEVATOR & MILL SUPPLIES.

**EAGLE IRON WORKS, Minneapolis, Minn**

## POWER FOR GRAIN ELEVATORS

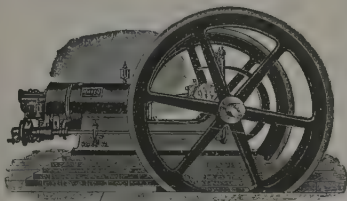


Ohio  
Gas  
and  
Gasoline  
Engines

(All sizes)

Used by many lines of elevators.  
Used by the U. S. Government.  
Used by some of the largest railway systems in  
the United States.  
Let us tell you why.

OHIO MOTOR CO., 315 Dearborn St., Chicago, Ill.



### WITTE GAS AND GASOLINE ENGINES

Any size for all kinds of fuel. No engine can be more economical or reliable. We assume the risk and demonstrate that our engine is superior. Perfectly Safe—No Fire Danger—Easy to Start.

**Five Year Bond Guarantee**

The most modern gas engine factory in America.

Write us for elevator power Catalog X.

Prompt deliveries. Complete equipments.

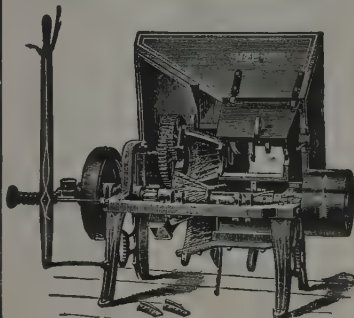
WITTE IRON WORKS CO. 526 West 5th Street, Kansas City, Mo.

### Bowsher Feed Mills

(SOLD WITH OR WITHOUT ELEVATOR.)

Crush ear corn (with or without shucks) and  
Grind all kinds of small grain; *separately or  
mixed*. Will grind Kaffir Corn in the Head.  
Have Conical Shaped Grinders. CAN RUN  
EMPTY WITHOUT INJURY.

**Different From All Others**



**Lightest Running**  
Best Built. Finest Finish.

**HANDIEST TO OPERATE**

SEVEN SIZES: From 2 to 25 h. p. (Also  
make Sweep Mills, both Geared and Plain.)

**They are Built for Business.**

THE N. P. BOWSHER CO., South Bend, Ind.

## FOOS GASOLINE ENGINES

ARE ECONOMICAL

For the wipe spark igniter, positively driven, never fails to fire a charge of fuel.

Mechanically operated valves admit fuel charge into cylinder at atmospheric pressure, increasing efficiency in engine.

FOOS Engines, having the advantage of superior shop equipment, are accurately machined and carefully erected, avoiding friction losses common to most engines. Write for Catalogue No. 20. THE FOOS GAS ENGINE CO. Springfield, O.



## OTTO ENGINES

**GOLD MEDAL AT JAMESTOWN**

The U. S. Government paid this Company a big compliment when it selected the "OTTO" Engine for use in making fuel test at the Jamestown Exposition.

The Jury of Awards also proved its fitness for its task when it Awarded the "OTTO" the Gold Medal.

The "OTTO" has won FIRST PRIZE at every large Exposition held in this country since the Centennial in '76.



**OTTO GAS ENGINE WORKS, Phila., Pa.**

**STANDARD OF THE WORLD**

## Want an Elevator?

Then consult the "Elevators for Sale" columns in this issue of the Grain Dealers Journal.

### If Your Business

isn't worth advertising  
advertise it for sale

## Burrell Improved Manlift

This lift is so well known it is useless to describe it.

**Everything for the  
Elevator**



means Best Built

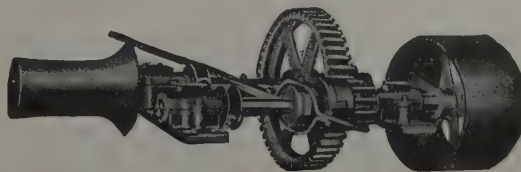
## Now is the Time

to install a Car Puller on account of the bad condition of R. R. tracks which are covered with snow and ice; as we know it is almost impossible to move a car with a pusher. Here is a Car Puller we can furnish complete for \$36.00.

**BURRELL MFG. CO.**

253 SO. JEFFERSON ST.,

CHICAGO, ILL.





## Five Dollars Each

is the regular price of the following car movers.

**Our Price \$3.75**

Each is claimed to be the best	<b>EASY ATLAS SAMSON SPECIAL SHELDON CHAMPION</b>	We don't care which you order
--------------------------------	---	-------------------------------

Machines, Scales, Elevator Machinery, Supplies and Fireproof Safes at Lowest Prices.

WRITE TO US.

**AMERICAN SUPPLY CO.**  
1110 Farnam St., Omaha, Neb.

## Grain Dealers Supply Co.

322 4th Ave. South  
MINNEAPOLIS, MINN.

## Sells Machinery for Elevators and Mills

WRITE FOR PRICES

**Avery Automatic Scales**  
**Gasoline Engines**

## Elevator Machinery and Supplies

We carry a large stock and can fill orders promptly.

## Grain Cleaning Machinery

We handle a full line and can give you a machine for any kind of work you want to do.

## Roll Corrugating and Grinding

The best work—quick service.

Write us for Catalog and Prices on anything you need.

## The Strong-Scott Mfg. Co.

MINNEAPOLIS, MINN.

Northwestern Agents for

Invincible Grain Cleaners,  
Richardson Automatic Scales,  
Richardson Grain Separators,  
Knickerbocker Dust Collectors

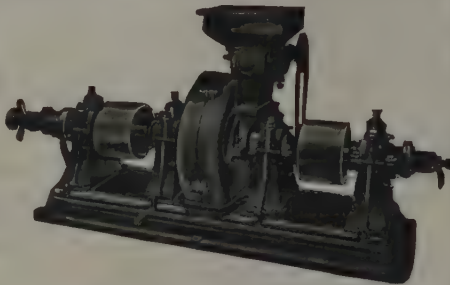
## Your Profits

at the end of the year are shown by the amount of cash you have. You will find the feed grinding end of your business very profitable if you have a

## Monarch Feed Mill

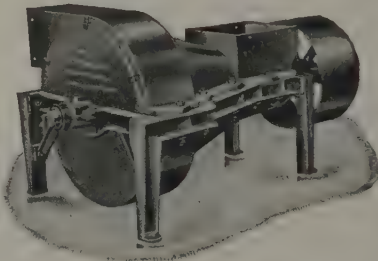
Let us prove it to you by sending you one on trial. **WRITE US**

**SPROUT, WALDRON & CO**  
P. O. 260, MUNCY, PA.



## The U. S. Corn Sheller

(Patented October 17, 1905).



Screw  
Adjustment  
Simple  
and  
Positive

Small Sizes  
All Iron

## Read These Hearty Reports

B. S. Constant Co.,  
Bloomington, Ill.

Athens, Ill., Aug. 29th, 1908.

Gentlemen:—Now in regard to the U. S. Sheller bot of you lately, I must say she works "bully." The Adjuster is all O. K. The sheller can be adjusted easily while running.

September 10th, 1908.

In regard to the cracking of the corn, I can conscientiously say that the U. S. sheller don't crack the grain any more than any standard sheller and I have used four different makes.

Yours truly, F. J. ZIMMERMAN.

Write us before buying a Sheller.

**B. S. Constant Co., Bloomington, Ill.**

## HAMILTON RUBBER MFG. CO.

MANUFACTURERS  
OF HIGH-GRADE

## RUBBER BELTING

If you want Belting, guaranteed to give perfect satisfaction for all classes of work insist upon your engineer specifying "Hamilton made."

**WRITE FOR SAMPLES AND PRICES**

**161 East Lake Street, CHICAGO**

**ELMER E. EAST, Manager**  
TELEPHONE, Main 2296

## GRAIN ELEVATOR BUILDERS

### REDUCE YOUR EXPENSE

bill, by having an Elevator that does the work. I build and remodel grain Elevators. Write for plans and prices.

**R. M. VAN NESS, Fairbury, Neb.**

### T. E. IBBERSON

Designer and Builder of

### GRAIN ELEVATORS

310 Corn Exchange, Minneapolis

### W. H. CRAMER

Designer and Builder ST. PAUL, NEB.

When thinking of building or remodeling your elevator don't overlook the fact that I build and remodel GRAIN ELEVATORS that give entire satisfaction. Scales and Gasoline Engines repaired.

### GRAIN ELEVATORS

I build them in wood, concrete or steel. All space fully utilized. My houses are modern and up-to-date and economical to operate. Get my ideas before placing your contract.

**W. S. MOORE, 6 So. Main Street, Frankfort, Ind.**

### J. A. HORN

DESIGNER AND BUILDER

Grain Elevators a Specialty

OKLAHOMA CITY, OKLA.



Especially Designed for Economy of Operation and Maintenance  
**LINCOLN, NEB.**

### RELIANCE CONSTRUCTION COMPANY

ENGINEERS AND CONTRACTORS OF

### GRAIN ELEVATORS

625 Board of Trade Indianapolis, Ind.

### I BUILD TO PLEASE

Grain Elevators and Warehouses

Plans and Specifications furnished on application.

**G. F. McCurley, Wichita, Kans.**

### Contractors and Builders

**Grain Elevators, Warehouses, Mills, Etc.**

**Elevator and Mill Supplies**

HOME OFFICE

**WICHITA - KANSAS**

### Steel Grain Tanks

We are pioneers in this line and are building tanks in the good old fashioned way. Joints caulked, and guaranteed water, weather and bug proof. Long experience has demonstrated the necessity of high grade workmanship to make steel storage a success, we do it.

**WM. GRAVER TANK WORKS, East Chicago, Ind.**

### BOWEN & SHAEFFER

Designers and Builders of

### GRAIN ELEVATORS

Plans and Estimates Furnished.

Correspondence Solicited.

**LAFAYETTE INDIANA**

### THE ECONOMIC CONSTRUCTION CO.

(Not Inc.)

614 Omaha Bldg. 134 Van Buren St., Chicago Ill.

Designers and Builders of

### UP-TO-DATE ELEVATORS

Our Plans and Specifications are unexcelled. Give us a fair trial and compare notes.

### O. J. SLUSSER

DESIGNER AND BUILDER OF  
**GRAIN ELEVATORS**

**VAN WERT, OHIO**

### N. A. GRABILL

Designer and Builder of

**Flour Mills and Grain Elevators**

**DALEVILLE, IND.**

### A. H. Richner

Designer and Builder of

### Grain Elevators

I sell the Western Pitless Shellers.

Get my prices.

**Crawfordsville, Indiana**

**We Are Large Manufacturers of Steel Roofing, Corrugated Iron, Etc.**



We furnish this material in large quantities for grain elevators all over the country. We also take contracts for doing this work complete.

**SYKES STEEL ROOFING CO., Chicago, Ill.**

### My Aim—

Is To Build

### GRAIN ELEVATORS

Which are right up-to-date in every particular

**M. J. TRAVIS,**

**KANSAS CITY, MO.**

### L. BUEGE

**THE GRAIN ELEVATOR BUILDER**

Who Builds Right Kind of Elevators at the Right Kind of Price

**322 Fourth Avenue, South MINNEAPOLIS, MINN.**

### The SECKNER COMPANY

8955 Ada Street  
**CHICAGO**

DESIGNERS AND BUILDERS  
OF UP-TO-DATE

### GRAIN ELEVATORS

Any Style or Capacity

Re-enforced Concrete Storage a Specialty.

Write Us—We Can Save You Money

### Your Opportunity

is here. Now is the time to let the elevator man know you want his business. Advertise in the

**Grain Dealers Journal**



## GRAIN ELEVATOR BUILDERS

### YOUNGLOVE

#### The Elevator Builder

will furnish and install your repairs. We have the men and make this a specialty.

**ELEVATOR SUPPLIES  
POWER-BELTS**

#### Younglove Construction Co.

315 Pearl Street. SIOUX CITY, IOWA

### Grain Elevators



**Plans  
Specifications  
Estimates**

Large Receiving Pit.  
Low Driveway.  
Improved Leg Drive.  
Telescoped Head.

#### L. O. HICKOK & SON

DESIGNERS, ENGINEERS AND CONTRACTORS  
320 Flour Exchange, Minneapolis, Minn.

### Burrell Engineering & Construction Co.

Business for 1908

#### NEW ELEVATORS

G. H. Dulle Mill'g Co., So. Cedar City, Mo.	Farmers Grain Co., Chapin, Ill.
Garland Milling Co., Greensburg, Ind.	J. B. McEmore Gr. Co., Nashville, Tenn.
Spelman & Spitzly, Chestertown, Ill.	E. O. Marshall, Kirkland, Ill.
Illtopolis Far. Gr. Co., Illtopolis, Ill.	Inkster Bros., Diekeys, Ill.
G. G. Davis, Golden Smith, Ind.	Lomax Grain Co., Lomax, Ill.
J. Allen Smith & Co., E. St. Louis, Ill.	Geo. Tilson Milling Co. St. Cloud, Minn.
Overland Cereal Co., Laramie, Wyo.	Ludwig & Grady, Staley, Ill.
Farmers Grain Co., Dorans, Ill.	Kendrick Roan Gr. & El. Co., Nashville, Tenn.
N'thw. El. & Mill Co., Fredericktown, O.	Hall & Greenwood, Atkinson, Ind.
Neola Elev. Co., Sheridan Junc., Ill.	Goodrich Bros. Hay & Gr. Co., Malden, Ind.
H. H. Emmings, Golden, Ill.	Willshire Milling Co., Willshire, O.
Windsor Grain Co., Windsor, Ill.	O'Connell's Grain Co., Latonia, Ky.
Farmers Grain Co., Little Indian, Ill.	Maddin Bros., Ridgeville, Ill.
Farmers Grain Co., Antioch Church, Ill.	B. P. Hill Grain Co., Baileyville, Ill.
Atwood Grain Co., Atwood, Ill.	P. C. Brown Hay & Gr. Co., Illinois, Ill.
	David Unger & Son, Russellville, Ind.

#### Repair and Remodeling Contracts

G. H. Dulle Milling Co., Woodridge, Mo.	Goodrich Bros. Hay & Gr. Co., Westfield, Ind.
Sumner Bros., Stockland, Ind.	Sneath-Cunningham Co., Tiffin, O.
Goodrich Bros. Hay & Gr. Co., Winchester, Ind.	Henkel Grain Co., Henkel, Ill.

#### PLANS

R. C. Parks, Kirksville, Ill.	Vant & Cloke, Talbot, Ind.
Jno. F. Meyer Milling Co., Springfield, Mo.	New Holland Gr. Co., New Holland, Ill.
Twist Bros., Caltoaway, Ill.	E. B. Conover, Virginia, Ill.

### We build Grain Elevators any style or capacity.

1140 Stock Exchange Building  
Chicago, Ill.

A. E. HONSTAIN, PRES.

I. S. HONSTAIN, TREAS.

D. F. HOAG, Sec'y



### HONSTAIN BROS. CO.

(INCORPORATED)

Contractors and Builders of  
Grain Elevators, Flour Mills, Warehouses, Etc.  
Plans and Specifications Furnished  
Repairing Done

306 Corn Exchange.

Minneapolis, Minn.

**Want a Job?**—Advertise in the Situations Wanted columns of the Grain Dealers Journal.

Write to the

### Cramer Construction Company

1110 Farnam Street, Omaha, Neb.

for plans and estimates upon modern grain elevators. Over 200 of our houses in operation.



### C. A. LOWE

Designer,  
Contractor  
and Builder

of Up-to-Date

**Grain  
Elevators**

Enid, Okla.

## Fireproof Grain Elevators

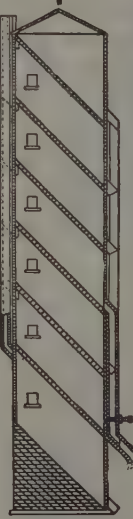
**Subdivided TANKS**

Adapted to Terminal or Country Use.

**Any Capacity**

Write for PARTICULARS and ESTIMATES

**FINTON GRAIN ELEVATOR CONSTRUCTION CO.**  
APPLETON, WIS.



Patented

## GRAIN ELEVATOR BUILDERS

**Macdonald Engineering Co.**  
DESIGNERS AND BUILDERS OF  
GRAIN ELEVATORS

Monadnock Bldg., CHICAGO, ILL.

**GRAIN ELEVATOR**

Designing and Construction  
Made a Specialty

Witherspoon-Englar Co. Monadnock Bldg.  
CHICAGO

**John S. Metcalf Co.**

ELEVATOR BUILDERS  
623 THE TEMPLE

Plans and Specifications  
a Specialty. CHICAGO

O. F. HAGLIN

**HAGLIN-STAHN CO.**

B. H. STAHN

ENGINEERS AND CONTRACTORS

**REINFORCED CONCRETE GRAIN ELEVATOR CONSTRUCTION**

Fireproof Working Houses and Grain Tanks a Specialty.  
Write for Plans, Specifications and Prices.

LUMBER EXCHANGE  
MINNEAPOLIS, MINN.

**OLSON BROTHERS & CO.**  
ENGINEERS AND CONTRACTORS

Grain Elevators, Flour Mills and Complete Plants for  
Handling Coal, Sand, Gravel, Ores, Ashes, Etc.

Phone Humboldt 2373

703-707 Bloomingdale Ave.

CHICAGO, ILL.

**B. J. CARRICO**

Designer and Builder of  
Flour Mills and Grain Elevators  
Hoxie Bldg., FORT WORTH, TEX.

G. C. KAUCHER

Sales Agents for

Richardson  
Automatic  
Scales

**KAUCHER, HODGES & CO.**

MEMPHIS, TENN.

GRAIN ELEVATORS, WAREHOUSES

REINFORCED CONCRETE CONSTRUCTION

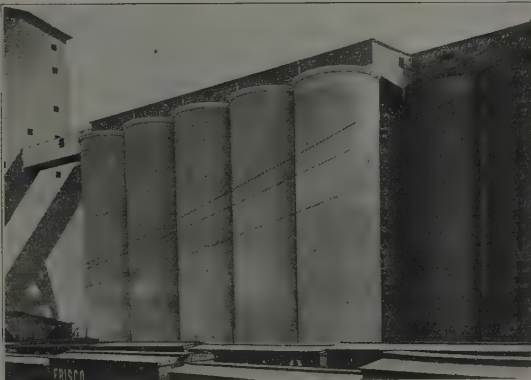
E. G. HODGES

Sales Agents for

Koehring  
Concrete  
Mixer

**JAMES STEWART & CO.**  
CONTRACTORS

Designers and Builders of GRAIN ELEVATORS In All Parts of the World



**Steel, Brick, Wood, Concrete, Tile**

GRAIN ELEVATOR DEPARTMENT, 1811 Fisher Bldg., Chicago

W. R. SINKS, Manager

R. H. FOLWELL, Engineer

We also do General Contracting and have offices in the following cities.

Write or call on any of them.

Chicago, Ill., 1811 Fisher Bldg.

St. Louis, Mo.

Lincoln Trust Bldg.

New York, 130-137 Broadway

New Orleans

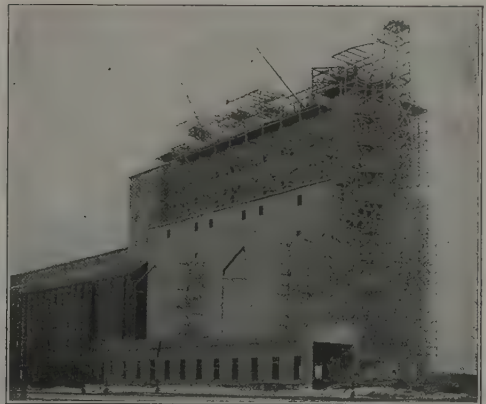
Hibernia Bank Bldg.

Pittsburgh, Pa., Westinghouse Bldg.

San Francisco

709 Mission Street

Montreal, Canada



**Canadian Pacific  
Fire Proof Grain Elevator**

Under construction for the Ca-  
nadian Pacific Railroad Co. at  
Fort William, Ontario.

**The Barnett & Record Company**

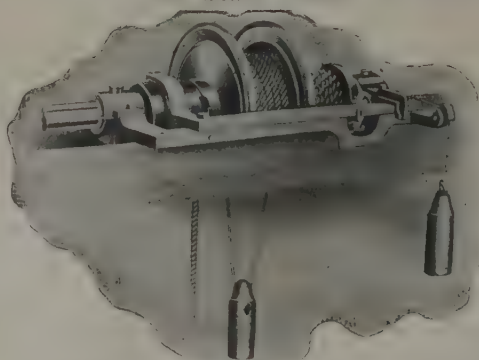
General Contractors

Minneapolis, Minn.



## Improved Automatic Power Grain Shovel

WE MAKE THEM



### WHEN IN THE MARKET FOR

Link Belting	Rubber Belting
Sprocket Wheels	Elevator Buckets
Spiral Conveyor	Loading Spouts
Rope Sheaves	Manilla Rope
Shafting, Boxes, Hangers	Friction Clutch Pulleys
Boot Tanks	Engines and Boilers

WRITE US

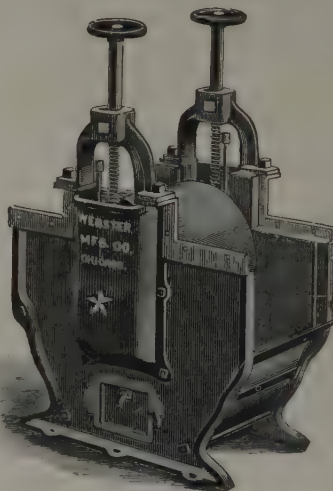
**LINK-BELT SUPPLY COMPANY**

MINNEAPOLIS, MINN.

## CAST IRON ELEVATOR BOOT

DURABLE

RELIABLE



This is a boot which has proved ideal for use in country elevators. It is adjustable and durable; sold for a reasonable price. What size do you need?

**K. C. MFG. & SUPPLY CO.**

429 W. 5th St., KANSAS CITY, MO.

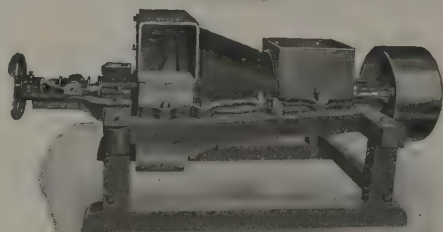
## The Ohio Corn Shellers and Grain Cleaners

The Best Elevator Equipment to be had.  
Not one dissatisfied user.

We guarantee all our machinery to do the work entirely satisfactory.

Complete Equipment for Elevators.

PATENTED



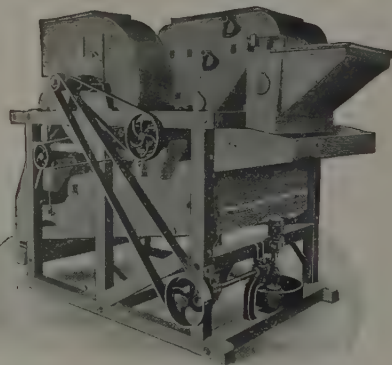
### The Ohio Oscillating Grain Cleaner For Corn and Cobs, Wheat and Oats

Fan discharge Shellers with adjustable cylinder discharge in either direction, over or underneath.  
Regular Shellers with adjustable cylinder.

Dumps, Drags, Heads, Boots, Manlifts, Conveyors and Power Transmission.

WRITE US

**THE PHILIP SMITH MFG. COMPANY, Sidney, Ohio**





### It Doesn't Pay

To save dimes in the cost of a Boot. And lose dollars in the efficiency of your elevator.

### Hall Non-Chokable Boot

costs a little more in the first place, because we furnish more with it and make it a little better, but you only need half the width of leg equipment to do the same work, and do it quicker and better and without attention.

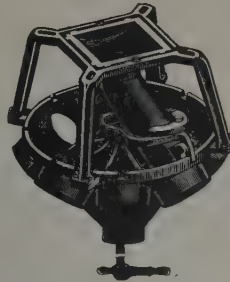
So you save money in cost of plant, and have a better one, producing greater results every day.

We show why this is so in Catalog E, and will send you one on trial to be tested by you under our guarantee as to results.

**HALL DISTRIBUTOR CO.**

222 Ramge Bldg.

OMAHA, NEBR.



You can fill a bin full of grain by a dozen different methods, if you give it sufficient attention, and take the time; but it pays to get a reliable mechanical device to do it. A crude appliance that won't do it, can't do it, without spilling, mixing, and wasting it, don't pay.

That is the most costly of all. The appliance don't cost much, but the grain that it mixes, and wastes does. That's one reason why some elevators don't pay.

### The Hall Signaling Distributor

is so simple, it never gets out of order, lasts forever; and distributes every kernel in the right bin; fills the bin chock full; never backlogs into the boot; and is operated entirely from the lower floor with absolute accuracy.

Such a device pays, over and over. Ask any neighbor who uses it. They are everywhere. We will send you a list of them. We send the device free on trial for proof by yourself.

Booklet B

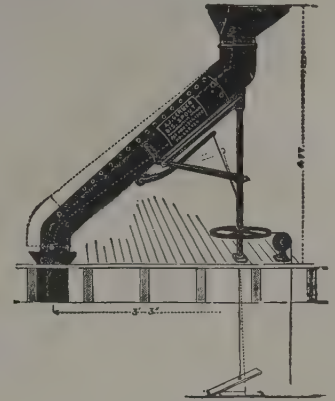
**HALL DISTRIBUTOR CO.**

222 Ramge Bldg.

OMAHA, NEBR.

## Good Spouts Reasonable Prices

That is what you get when you buy the GERBER IMPROVED No. 2 DISTRIBUTING SPOUT. Can be operated from working floor.



Prevents mixing of grain. It's like trading dollars when you buy this spout for you get full value for every cent spent. I make a specialty of Elevator and mill spouting. Write for particulars.

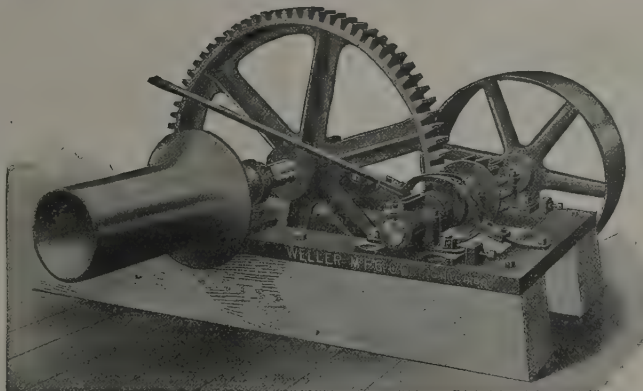
**J. J. GERBER**

MINNEAPOLIS

MINN.

# WELLER STANDARD CAR PULLER

It's  
a good thing  
to Have a pull  
with a  
**WELLER**  
Car Puller



It's a better  
thing to  
have all your  
machinery  
branded  
**WELLER**

This car puller is built in several sizes, with a jaw clutch for operating same. It is of modern design, powerful and durable and will pull every pound and more for which it is rated. We also manufacture the Weller Safety Car Puller with self contained drum for taking up the slack rope. Elevators equipped with WELLER MADE machinery are the best kind of an asset. Buy your machinery where the grain trade always gets satisfaction.

**Weller Manufacturing Co., Chicago. Ill.**

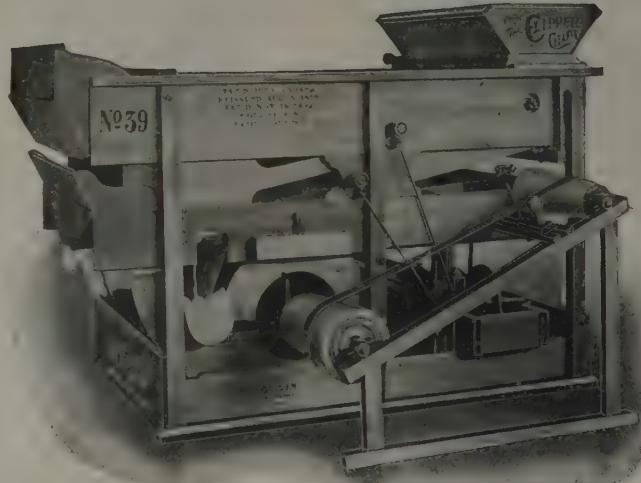
Write for Catalog and discount sheet



# THE NEW SEED CROP

The prospects for a large seed crop were never brighter at this time of year. Orders are coming our way in large numbers, and the man who gets in early is usually the one who is ready to do business when the new crop begins to move.

In reference to selecting a Seed Cleaner, we have the largest variety in size and capacity to be found anywhere. We can equip a country Seed House with an up-to-date Traveling Brush Machine at a very low price, or a large seed elevator with a complete line of Cleaners for handling all kinds of seeds, grasses and grains. We have over a hundred different varieties of screens to select from; our machines have Traveling Brushes to keep the screens clear and the Air Controller to insure the proper air blast necessary to secure the best results.

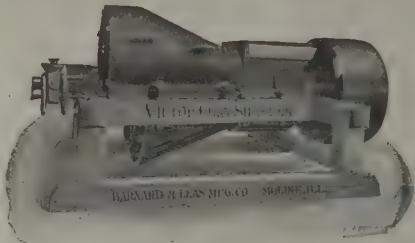


If you are in the market for anything from a screen for your old Cleaner up to half a dozen of our latest machines, just mention it and we will give you particulars, prices and full information. Write for our new catalog.

**A. T. FERRELL & CO.,**

**Saginaw, W. S., Mich.**

## Are You Prepared to Handle the New Crop?



The Victor Corn Sheller & Cornwall Cleaner are standard machines of their class.

These machines will enable you to handle the crop to best advantage.

For efficiency, capacity, strength and durability they have no equal.

They possess valuable features possessed by no other shellers and cleaners.

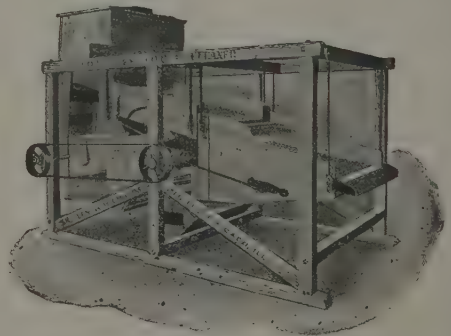
We also make other shellers and cleaners and a complete line of Feed Mills, Separators and Elevator Supplies.

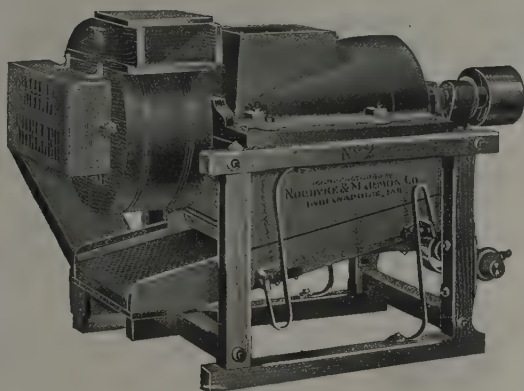
Send for latest circulars.

**Barnard & Leas Mfg. Co.**

Builders of

**Elevator Machinery and Supplies  
MOLINE, ILL.**





# MILL SHELLER

A Combined Sheller and Cleaner for small mills and country elevators: Simple, durable and economical. Cylinder discharges on head end of shaker, thus obtaining full benefit of screens. The most

efficient combined machine of small capacity on the market. Built in two sizes, 40 to 100 bushels capacity. Send for Catalog 568.

Our line includes mill and elevator supplies of all kinds, power connections, grain handling appliances and many special machines for mills and elevators.

Estimates cheerfully furnished.

## NORDYKE & MARMON CO.

America's Leading Mill Builders

Established 1851.

INDIANAPOLIS, IND.

## Grain Commission Merchants

who struggle over the illegible writing of their representatives who send in daily crop reports and business prospects from the field will rejoice to learn that at last a typewriter has been placed upon the market which is practicable for their representatives to carry with them, as it weighs only 6 pounds; a typewriter which is small in size and weight, yet possessing all the virtues of a machine which costs twice as much.

### The Standard Folding Typewriter

This machine has front stroke type bar: is a visible writer and possesses every necessary device for doing good rapid work. It may be carried while traveling or used with equal facility in the office. It is just what the name signifies, a folding typewriter. It will pay you to write for prices.

Write for more information and prices to

### The Rose Typewriter Company

27 Thames Street, New York City



*General Electric Company***SKELETON FRAME  
INDUCTION MOTOR**

The durability of the motor is the secret of economy of motor drive. In perfecting a safe, durable and efficient motor for mill work, the General Electric Company has produced the **Skeleton Frame**

**Induction Motor**, which is perfectly adapted for motor drive in

**FLOUR MILLS and GRAIN ELEVATORS**

The **Skeleton Frame Induction Motor** is durable because it has no wearing points, no complicated mechanism, no troublesome parts, no useless weight. It combines durability with simplicity. A boy can start it and it requires no attendant.

You certainly want to know more about this motor. Write for booklet 764-E.

Principal Office, SCHENECTADY, N. Y.

Chicago Office, Monadnock Bldg. Sales Offices in all Large Cities.

**A MONEY MAKER****"PERFECTION"**

**WHEAT and CLOVER SEED  
SGOURER and CLEANER**  
(PATENTED)



You should investigate  
this machine.

**"NEW ERA" MANLIFTS**

made and originated by us  
have many exclusive features  
and are the most satisfactory  
manlifts made.



Write for Prices.

Mention this Paper.

**SIDNEY ELEVATOR MFG. CO., Sidney, Ohio**

**MOISTURE**

should be removed from your grain before it leaves your elevator. Then you can rest easy as to its condition when it arrives at destination. It is now possible for every elevator man to dry grain, for the

**"Eureka" Grain Dryer**

is within the reach of all, and it is practical too. This dryer produces positively the most uniform and satisfactory results in drying, cooling and conditioning damp, wet and musty corn or wheat.

The "Eureka" Dryer is automatic and continuous in operation. Equipped with automatic force feeder and delivery.

Is not an experiment. Many in operation in all parts of the country.

**Most Economical to Operate. Easily Installed. Built in All Capacities.**  
**Prompt Delivery. Absolute Satisfaction Guaranteed.**

Full Particulars on Application.

**THE S. HOWES CO.**

Builders of the "Eureka" Grain Cleaners.

"Eureka" Works, Silver Creek, N. Y.

SOUTHWESTERN REPRESENTATIVE, THE P. H. PELKY CONSTRUCTION CO., WICHITA, KAN.  
CHICAGO, ILL., GEORGE J. NOTH, Phone Harrison 5597, 1329-1330 MONADNOCK BUILDING.  
PACIFIC COAST, SYMPHERS MACHINERY CO., SPOKANE, WASH.  
INDIANAPOLIS, IND. . . . . J. N. BACON, SPENCER HOUSE.  
MINNEAPOLIS, MINN. . . . W. E. SHERER, 3RD STREET SOUTH



# Seeds

D. I. Bushnell & Co., of St. Louis, Mo., have applied for the registration of the word "Banner" as a trademark for clover seed, grass seed and millet seed.

The production of millet seed this year is reported by the Dept. of Agri. to have been 79.1 per cent of a full crop; against 81.8 per cent of a full crop for 1907. The production of beans this year is estimated at 79 per cent of a full crop, against 79.1 per cent last year.

London, Eng., Oct. 5.—The new red and white English clover seed are now on offer; samples are various; prices meantime nominal. The new trefoils also on offer; only fine qualities English seed moving. Peas offering more freely; fine samples selling.—John Picard & Co.

Toledo October clover seed has been a gay bird. She flew high early, but has lost her wings lately. Trade in it started in January at \$6.95, which was the lowest for a long time. It was up to \$8.35 in February, the top for several months. It was below \$8.00 and around \$7.50 during March, April, May and June. Braced up to \$8.12 in July and \$8.95 in August. That is where the bird reached the summit of Eiffel Tower for this season. It dropped to six dollars in August, rebounded a little, but declined in September to \$5.40; up to \$5.60 this month and down to \$4.60. This is the lowest of any recent year.—C. A. King & Co.

Present prices for clover seed are over \$4.00 lower than the high point on the crop, much lower than the past two years and even somewhat below other seasons, but above the very low point reached from the crop of 1897. The crop that year was the largest on record on top of a fairly good crop, with farmers less prosperous than now and with a better prospect for a new crop. We don't believe the yield this year is equal to 1897. There was practically no seed carried over, farmers are able to hold and the drouth has undoubtedly hurt the young clover. Will it do to take on some seed or hold what one has, or will the farmer let go, the demand be only moderate and market work lower? Europe is sending bids and some prime has been sold.—J. F. Zahn & Co.

Our exports of seeds during the 8 months prior to Sept. 1 have included 2,088,500 lbs. of clover seed, 15,421,421 lbs. of timothy seed, other grass seeds valued at \$151,299, and 1,141,900 bus. of flaxseed; compared with 1,528,578 lbs. of clover seed, 12,927,588 lbs. of timothy seed, other grass seeds valued at \$143,925, and 2,681,589 bus. of flaxseed, during the corresponding 8 months of last year, as reported by O. P. Austin, chief of the Bureau of Statistics. During August and before the big crop of clover seed became a certainty our exports of that seed were only 495 lbs., against 7,111 lbs. during August, 1907. Our imports of clover seed during August were 2,391,490 lbs.; against 2,434,704 lbs. during August, 1907. For the 8 months prior to Sept. 1 our imports of clover seed have been 13,448,000 lbs.; against 20,335,900 lbs. for the corresponding period of 1907.

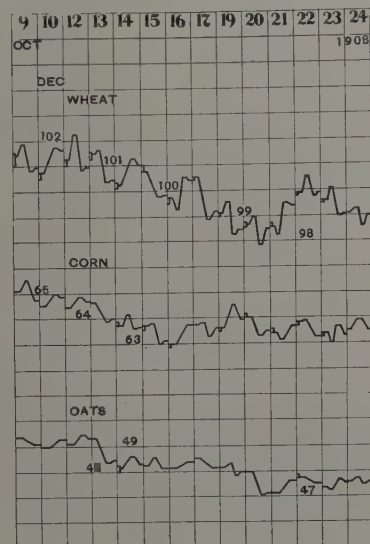
Clover seed receipts at Toledo have shown a decided falling off the past week, and the market has advanced 40 to 50c during the last three days, which we expect to bring out larger receipts. A short

time ago we requested those receiving our seed card to give us an estimate of the amount of seed still in farmers hands. It runs from 30 to 90%, the average being about 60%. Nine out of ten replies stated that farmers would be willing sellers at \$5 per bu. and they are paying at this time for the best grade of seed \$3.75 to \$4.50. During the past week there has been considerable inquiry from outside dealers, but there has not been much sold. The quality of the receipts is running much better than other years, now a large percent grades No. 2, and Prime. The Toledo dealers are taking a good share of the receipts, and are paying good prices for all off grade seed.—Southworth & Co.

London, Eng.—The volcano has burst. The unexpected has happened. We have had the finest weather in the beginning of October for twenty-two years. The English crop of red clover seed is practically secured; what remains to be done now is —get this crop marketed as soon as possible and opened on a competitive basis with foreign seed. Restrain from buying foreign until this is done. Chilean reds keep pouring in. Sales have ceased. Let them accumulate and work out their own salvation. They have had a marvelous run this past six years, and can put up with a little tribulation now. The American crop is a magnificent one, and will be impossible to be consumed at home. There should, therefore, be plenty for export, with no hurry on the United Kingdom's part to improve the situation. The seed is not wanted until the spring. Canada without an American demand is nearly certain to have also a quantity for export. France has a fine crop of similar seed, much more than it can possibly consume. Germany, Austria-Hungary and Russia are all reported fair, so that there can be no possible reason whatever for speculation in red clover at this early date.—*Corn Circular.*

## Chicago Prices

The opening, high, low and closing quotations on wheat, corn and oats for the December delivery at Chicago for two weeks prior to Oct. 26 are given on the chart herewith.



## Entertainment of the Ladies at The St. Louis Convention

The ladies were right royally entertained. Autos were ready at all times to take them to see the substantial homes, magnificent dwellings, massive churches and beautiful parks of St. Louis.

Thursday evening they were invited to hear "The Lion and the Mouse" or "The Girls," and the corridors were festive with daintily-gowned ladies leaving for the theaters. Some of the gentlemen decided that "The Girls" was playing for their special benefit, and escaped from the meeting to learn how their 'toes should be tucked in at night.

On Friday private party observation cars took the visiting ladies over all the city's car lines. Such toothsome and abundant nourishment was served during the ride that the trip might have been thru a tunnel. The fun, frolic and feasting on the interior would have allured sightseers from the Garden of the Gods. When Bert Boyd put on his frog eyes and his "de-lighted" teeth he frightened a team of mules so badly they are probably running yet.

Long-stemmed American beauties were given each lady when she started on an auto trip, a trolley tour or a shopping excursion.

Punch was served at all hours in the ladies' parlor, which fact the poor men didn't discover until the last day.

St. Louis ladies served as gracious hostesses, mornings, afternoons and evenings, and were untiring in their good-will, information and hospitality.

On Friday evening the ladies, accompanied by their husbands or someone else's attended a vaudeville at the "American." All grain dealers were invited back of the scenes after the show to see the construction of this fire-proof theater. Great was the wrath of the men when they discovered the chorus girls had fled, and even the ladies sighed when they found the handsome athletes had escaped.

On Saturday the ladies found just time enough to buy silk hose for Mr. Sheldon (they were pretty, too), a spool of thread for Mrs. Knight and a hatpin for Mrs. McCotter—when they were carried off to the plant of Anheuser-Busch.

With eager, anticipating faces all followed the guide from the huge tank which stores 2,000,000 bushels of barley, thru the vast engine rooms and into the chilling department, where an icicle was frozen on Mr. Bethune's nose.

The eager look was becoming a bit faded when finally the entertainment room was reached and mugs of high-collared beer brought Bohemia in their wake. For Bohemia is wherever beer bubbles, song infatuates and laughter ripples.

Mr. Boozie furnished the song, Anheuser-Busch the beer in abundance and—well, you know how easy it is to laugh under such circumstances.

The ladies were unable to express all the thanks they felt for the royal and gracious hospitality of their St. Louis hosts and hostesses, and so sent them resolutions expressing their appreciation and gratitude.

Farmers are raising one another's figures on checks received in payment for single big sales of corn. A Jefferson County man was paid \$7,026 and now S. S. McGrath, of Boone County, Iowa, shows a check for \$12,390 paid for 17,200 bus. of corn.



**ELEVATORS FOR SALE.**

**GOOD PAYING** elevator and mill for sale. Write us. Buckeye Brokerage Co., C. B. Jenkins, Mgr., Marion, Ohio.

**GOOD ELEVATOR** for sale, retail coal and flour in connection. Address, Bell, Box 4, Grain Dealers Journal, Chicago, Ill.

**FOR SALE.**—One Modern Cribbed Elevator in N. W. Iowa. Best reason for selling. No trade. Address L. Box 713, Sioux Falls, S. D.

**FOR SALE.**—Six good elevators on The Northwestern Road in Minnesota. For particulars, etc., apply to Nam, Box 6, Grain Dealers Journal, Chicago.

**FOR SALE.**—Elevator in N. E. Kansas in first-class condition; doing good business; good reason for selling. Address Binson, Box 7, Grain Dealers Journal, Chicago, Ill.

**FOR SALE.**—Elevator on C. M. & St. P. Road. Central Iowa. One competitor; 200-car station. Bargain if taken at once. Address Wood, Box 4, Grain Dealers Journal, Chicago, Ill.

**FOR SALE or exchange** for good farm land, terminal transfer and cleaning grain elevator at Kansas City, Mo. Address De, Box 4, Grain Dealers Journal, Chicago, Ill.

**FOR SALE OR RENT.**—40 M. cribbed elevator: coal and tile business. Good territory, within 35 miles of Chicago on E. J. & E. Address Ray, Box 9, Grain Dealers Journal, Chicago.

**ELEVATOR, Feed Mill** and home for sale. A money making proposition. Price \$5,000. Selling on account of wife's health to go West. Address Field, Box 4, Grain Dealers Journal, Chicago, Ill.

**FOR SALE.**—Fine elevator, feed mill, and coal business, in a lively southern Minnesota town; good receipts; plant in first-class order. If interested, address H. P. Co., 819 Chamber of Commerce, Minneapolis, Minn.

**ELEVATOR FOR SALE** on Rock Island R. R. Good grain country. Corn prospect never better. No competition. Good location. Good reason for selling. Address S. J. H., Box 8, Grain Dealers Journal, Chicago, Ill.

**FOR SALE.**—10,000-bushel elevator with 10 h. p. gasoline engine and new No. 2 Willford Feed Grinder. Town of 2000 on R. R. in Lee Co., Ill. Elevator located on own land. Lot 80x160. Can be bought at bargain. Address Box 9, Amboy, Ill.

**FOR SALE.**—100,000 bushel elevator on the Chicago & Eastern Illinois railroad, in western Indiana, located about 100 miles from Chicago. This is one of the best elevator properties in Indiana. does a business of about 300,000 bushels a year. Write for description. Address Dence, Box 9, Grain Dealers Journal, Chicago, Ill.

**ELEVATORS FOR SALE.**—We are dissolving our Company and offer the following properties at a bargain; will be sold all together, or separately. Elevators at Wheatland, Moore, Britton, and Agra, Okla.; Warehouses at Witcher and Arcadia, Okla. Corn Cribs at Choctaw. Excellent corn crop at all of these stations this year. All cash or part on time, if properly secured. Smith Grain & Elevator Co., Oklahoma City, Okla.

**ELEVATORS FOR SALE.**

**WILL SELL:** One half interest in my elevator and coal business also my Litter Carrier. A good money making proposition for a good man. W. J. Herscher, Buckingham, Ill.

**ELEVATOR FOR SALE.** 12,000 bus. cap. in good condition, in good grain country. Coal and lumber business goes with it if desired. Good reason for selling. For particulars address Mendenhall & Searl, Princeville, Ill.

**FOR SALE.**—60,000 bushel cribbed elevator plant, including corn cribs, coal houses, etc., handling 300,000 bushels grain annually. Plant in first class condition, all well equipped. Price \$8,000. Address Rola, Box 8, Grain Dealers Journal, Chicago, Ill.

**ELEVATORS FOR SALE.**—We have a large list of extra good bargains in elevators in first-class locations, doing good business. Write for prices, terms and descriptions, giving location you prefer. Iowa Mill & Elevator Brokers, Independence, Iowa.

**NEW ILLINOIS** Elevator on I. I. & M. 10 miles southeast of Rockford; capacity 28,000 bu., 18 h. p. gasoline engine. Corn cribs, coal sheds, office and 6-room house; business 75 to 100,000 bu. yearly; good territory. H. R. Robertson, Chick House, Rockford, Ill.

**FOR SALE.**—Big 4 Elevator and feed mill in Western Ohio. Large feed and coal business. Ship 100 cars a year. Nearest competition 7 miles. Good reasons for selling. If sold soon, \$6,500. Easy payments. Address C. F., Box 7, Grain Dealers Journal, Chicago, Ill.

**WILL SELL OR TRADE** for piece of land. Good equipped elevator on Vandalia R. R., in good wheat, oats and corn country. Feed grinding; good retail business in coal, flour, farm implements, fertilizer, salt, and feed. Good reasons for selling. Apply quick. C. D. Morgan & Bro., Mexico, Ind.

**FOR SALE.**—Elevator and Coal business in Central Ohio. Established trade and good prospect for the coming season. Fine opportunity for a small grain man to do a nice profitable business on a small investment. Satisfactory reason for selling. Address A. H. C., Box 7, Grain Dealers Journal, Chicago, Ill.

**LINE OF GRAIN ELEVATORS** and Cleaning House. One of the best lines of grain elevators and cleaning house in Minnesota, on good line of Railroad, at a low price of \$60,000. Owners wish to retire from the business. Splendid grain buying points and also coal business in connection. J. D. Miller, Endicott Bldg., St. Paul, Minn.

**WILL SELL** my 30,000 bu. Elevator in first-class shape, located Western Ind., in county seat town of 2,000 at junction of two railroads. Best shipping facilities to any market. Wholesale & Retail Flour & Feed business in connection. Handle Grain & Seeds, all kinds, and enjoy good business. Address Ref. Box 5, Grain Dealers Journal, Chicago, Ill.

**FOR SALE OR EXCHANGE** for good farm land in North or South Dakota, or Western Minn., 25,000 bu. elevator and feed mill in southwestern Minn. Equipped with dump scales, hopper scales, cleaner, two engines and feed mill. Good wood, feed and seed trade. Address W. T., Box 7, Grain Dealers Journal, Chicago.

**ELEVATORS FOR SALE.**

**ELEVATORS FOR SALE.**—3 elevators on R. I. in western Iowa, 2 with lumber yards, all with coal. 3 on M. & St. L. between Des Moines and Ruthven, taken together as good if not the best small line in the state. May consider Iowa improved farms for part. Answer: L. B. 1055, Des Moines, Iowa.

**ELEVATOR** and feed mill in small Wisconsin village in good farm and dairy country. Buildings and machinery in first class condition. Modern and up-to-date in every respect. Doing good business in custom grinding. Good opening for some one. Address W. W., Box 11, Grain Dealers Journal, Chicago, Ill.

**TWO ILLINOIS ELEVATORS** for sale at a bargain. 60,000 bus. eltr. on the I. C. R. R. handles 200,000 bus. corn and oats yearly. Also a 35,000 bus. eltr. nearby on same road which will handle 100,000 bus. annually. Both new and well equipped. Good coal trade at each station. Address C. C. C., Box 6, Grain Dealers Journal, Chicago, Ill.

**ELEVATOR FOR SALE** at Holden, Ill. Rebuilt in 1902, all new machinery. 13 h. p. Charter engine. Capacity 28,000. Ground leased of L. E. & W. R. R. Co. Also an elevator at Fullerton, Ill. Built in 1903, 10 h. p. Charter engine. capacity 22,000 bushels, cribs for 5000 bushels ear corn. Elevator is on owner's ground. Address John Y. Chisholm, Trustee, Bloomington, Ill.

**FOR SALE.**—Line of nine elevators, including fine cleaning plant, located in the best small grain and corn country of Southern Minnesota. The large corn crop, in addition to the small grain, assures good business the year round. Each elevator practically new and strictly modern; all are good money makers. Good coal business in connection. For particulars, address Box 27, Commerce Station, Minneapolis, Minn.

**IOWA ELEVATOR** for sale. A cribbed elevator in first-class condition, covered with corrugated iron can be bought right. Equipped with 18 H.P. gasoline engine; 2 feed grinders; Fairbank's Hopper and Wagon Scales; coal sheds. No competition. Also own an elevator at next station, where there is no other competition. Both elevators can be operated together advantageously and will make money every day in the year for the owner. Will give possession at once, so buyer can have advantage of handling the new crops. Can give best reason for wishing to sell. Address F. K. H., Box 5, Grain Dealers Journal, Chicago, Ill.

**ONE NEW** cribbed Elevator for sale cheap; equipped with sheller, cleaner, automatic scale, manlift, and 25 h. p. Fairbanks Gasoline Engine. 26x28 ft. on ground. One cribbed Elevator, slightly smaller than above. Fairbanks Dump Scale and gasoline engine and necessary loading machinery. Outside corn crib. Both elevators located on C & A in Central Ill. Owner can live in large town. Operating expense cheap. Both are one-man elevators. Have made money. Reason for selling, sickness and other business. Will sell these elevators very cheap, at less than cost of construction. Anyone wishing to get plants at a cheap price cannot afford to neglect this offer. These will pass close investigation. Crops good for this year. Corn out of way of frost. Address Rook, Box 8, Grain Dealers Journal, Chicago, Ill.

## ELEVATORS WANTED.

**WANTED** to trade for a good elevator. **F. P. Hawthorne**, McPherson, Kans.

**ELEVATOR WANTED** at good grain point, N. E. Kansas or S. E. Nebraska preferred. Cash. Address **M. G. H.**, Box 8, Grain Dealers Journal, Chicago.

**WANT** to trade equity in good 160 acre Minnesota Farm for elevator in Northern Minn. or North or South Dakota. **N. N. Biever**, LaMoure, No. Dak.

**ELEVATOR WANTED** handling not less than 200,000 bu. annually. Located in either Nebraska, Iowa or Kansas. Address all communications to Lock Box 246, Unadilla, Nebr.

**ELEVATOR WANTED** doing a business of not less than 225,000 bushels annually; located in Indiana or Illinois, in a town of not less than 1500 people. Address Lock Box 29, Remington, Ind.

**WANTED**—To buy elevator in Indiana or Ohio; must show plenty of business and good net profits. Send price and full particulars first letter. Address **H. K.**, Box 7, Grain Dealers Journal, Chicago, Ill.

## MISCELLANEOUS.

**RICE MILL READY FOR OPERATION.** Well located on two railroads; will sell at a bargain and on easy terms to responsible people. Address **Jesse H. Jones**, Commercial Bank Bldg., Houston, Tex.

**ELEVATORS FOR SALE.** If you want a bargain in anything, GO TO THE MARKET. We are the market in elevators, and always have the best money can buy. **John A. Rice**, exclusive elevator broker, Frankfort, Ind.

**ELEVATORS FOR SALE**—Just the kind you are looking for, and at prices to suit your purse. Let me know about what you want, and how much you wish to pay, in first letter. Am sure I can suit you. **James M. Maguire**, Campus, Ill.

**ELEVATORS FOR SALE**—A few nice bargains for \$5000 to \$7500 in good corn and oats territory, in towns where there are good schools and churches, not far from Chicago. You will make no mistake if you get any one of them. **James M. Maguire**, Campus, Illinois.

**ELEVATOR BARGAINS FOR SALE**—Best line, good houses, good conditions, in the grain belt, ships 1,250,000 bus. white corn and oats. Netted over \$30,000 per year; 5 years average \$65,000. Terms. Another average 300,000 \$15,000. Another best elevator in Ind. Ships 400,000 bus. local with good track business, \$38,000; and a shower of them at \$7,500 to \$12,000, best that money can buy. **John A. Rice**, Exclusive Ele. Broker, Frankfort, Ind.

**DRAIN TILE FACTORY.**—The best manufacturing business in this country. We now have as many orders as we can handle and no stock on our yards. Up to date plant located in Central Indiana making 7 to 9 car loads per week and running very profitably. Will prove it to you if you are interested. Will sell the plant for \$9000, which is a bargain. It will take perhaps \$3000 to \$4000 for working capital. A good proposition. Good reason for selling. Address **O. D. T.**, Box 8, Grain Dealers Journal, Chicago, Ill.

## SITUATIONS WANTED.

**POSITION** wanted by an experienced and capable grain man as auditor or business solicitor. Address **Paris**, Box 1, Grain Dealers Journal, Chicago, Ill.

**POSITION WANTED** as mgr. of eltr. line or as traveling solicitor. 10 yrs. experience. Address **H. C. N.**, Box 2, Grain Dealers Journal, Chicago, Ill.

**WANTED.**—Position in grain office by single young man; experienced as stenographer and bookkeeper. Address **W. G. S.**, Box 8, Grain Dealers Journal, Chicago.

**SITUATION WANTED** by a competent man of 10 yrs. exp., with A-1 ref.; as grain buyer and lumber salesman. Address **Bert**, Box 8, Grain Dealers Journal, Chicago.

**SITUATION WANTED** as manager country elevator. Age 38; married. 9 years experience with Goodrich Bros. Hay & Grain Co., Winchester, Ind., my present employers, to whom I refer. **N. E. Lesley**, Gaston, Ind.

I WANT a position as Manager of a country elevator; been in the business for fifteen years for myself; or will buy an elevator or a part interest in one—and will pay cash for it. Address **Sam W.**, Box 8, Grain Dealers Journal, Chicago, Ill.

## PARTNERS WANTED.

**WANTED**—First-class cash grain broker to take management of grain brokerage office in prominent city in Central Illinois, on commission basis. Address **Brokerage**, Box 7, Grain Dealers Journal, Chicago, Ill.

**PARTNER WANTED**—In one of the best grain propositions in Southwestern Minnesota and South Dakota. Want party to take active interest— $\frac{1}{3}$  or  $\frac{1}{2}$  interest to right party. A chance of a life time. Address **Thirteen**, Box 6, Grain Dealers Journal, Chicago, Ill.

## MISCELLANEOUS.

30 SHARES of elevator stock, fully paid up, in a 10000-bushel Elevator Feed and Roller Meal Mill and Sheller. An experienced grain man, by taking 30 shares, can get position as manager. Ask for particulars. **J. W. A.**, Box 8, Grain Dealers Journal, Chicago, Ill.

## MILLS FOR SALE.

**FOR SALE**—One hundred fifty-barrel flour mill in good wheat country. Been built one year. Write **C. W. Trippy**, Ringwood, Okla.

**OKLAHOMA MILL FOR SALE.**—New mill, doing a good business, 130 bbl. Everything in good order; fine wheat country. Address **Box 32**, Bridgeport, Okla.

**FOR SALE** 60 bbl. Plansifter Mill at Dry Ridge, Ky. Plenty wheat, fine grist trade. Rare chance for first-class miller who has little money. Address **Robt. Taylor** quick, Higginsport, O.

**WANTED:** An experienced flour mill man to buy stock in a 125 barrel mill and operate, or to buy all. Mill is new located in corn and wheat country and has a good business already established. **Allis-Chalmers** machinery. Corn meal outfit in mill will make 200 to 300 bu. meal per day Cause for selling, bad health. Address **H. K. Holman**, Fayetteville, Tenn.

## HELP WANTED.

**WANTED**—Young man to assist Miller and Millwright and make himself generally useful in grain elevator. Steady position. **Geo. N. Reinhardt & Co.**, 94<sup>th</sup> Brook Ave., New York City.

## FEED FOR SALE.

**OFFER**—Buckwheat Feed for present and future shipment. **H. J. Klingler & Co.**, Butler, Pa.

## ALFALFA MEAL FOR SALE.

We are booked ahead on ALFALFA MEAL. Let us send you sample and prices delivered. **F. G. Olson**, Wichita, Kas.

## COTTON SEED MEAL FOR SALE.

**COTTON SEED MEAL** for sale. We can quote you low prices on best grades. Correspondence solicited. **Union Grain Co.**, Guthrie, Okla.

**PURE OWL BRAND COTTON SEED MEAL.** Known everywhere for its high feeding qualities. Registered analysis. Write for prices and booklet on feeding. **F. W. Brode & Co.**, Memphis, Tenn.

## DO IT NOW.

### GRAIN DEALERS JOURNAL

285 La Salle St., Chicago, Ill.

**Gentlemen:**—Enclosed find One Dollar and Fifty Cents for which please send the *Grain Dealers Journal* on the 10th and 25th of each month for one year to

Name of firm.....

Capacity of Elevator..... Post Office.....

.....bus. State.....



**ENGINES FOR SALE.**

**GASOLINE engines for sale, 10 h.p.**  
Temple Pump Co., 15th Place, Chicago.

**FOR SALE.**—12 H.P. St. Mary's Gas or Gasoline Engine. A bargain if taken at once. W. R. Blake, Sidney, O.

**FOR SALE.**—8 H. P. Witte Gas Engine, in good condition. Price \$175.00, F. O. B. Ottawa. The Herald, Ottawa, Kans.

**FOR SALE.**—15 h.p. Fairbanks & Morse Engine. A bargain if taken at once. Wallace Machinery Co., Champaign, Ill.

**GASOLINE ENGINE BARGAINS.**  
1—6 H.P. Fairbanks .....\$125.00  
1—4 H.P. Fairbanks ..... 90.00  
1—2 H.P. Fairbanks oil cooled .. 75.00  
1—2 H.P. Fairbanks Jack of All Trades ..... 60.00  
1—8 H.P. Howe, nearly new..... 150.00  
1—10 H.P. Waterloo ..... 100.00  
1—10 H.P. Webster ..... 100.00  
1—12 H.P. Webster ..... 150.00  
1—12 H.P. Fields Engine, new ... 334.00  
1—15 H.P. Fields Engine, new ... 391.00  
ALLEN P. ELY & CO.,  
Omaha, Neb.

**GAS ENGINES FOR SALE.**  
25 H.P. Fairbanks Morse.  
20 H.P. Fairbanks Morse.  
15 H.P. Fairbanks Morse.  
2-12 H.P. Fairbanks Morse.  
6 H.P. Fairbanks Morse.  
16 H.P. Lewis.  
22 H. P. Foos.  
25 H.P. Columbus.  
6 H.P. Columbus.  
8 H.P. Otto.  
Also fifty engines of smaller sizes and all makes. A. H. McDonald, 62 W. Monroe St., Chicago, Ill.

**BALE TIES FOR SALE.****HAY BALE TIES.**

Large stock, low prices.  
Prompt shipment. Write us.  
J. G. Hermann & Co., Indianapolis, Ind

**ENGINES WANTED.**

WE WANT a first-class second-hand International make Gasoline Engine, 12 to 15 horse power. Write us. Kinsey Bros., North Manchester, Ind.

**ENGINES AND BOILERS.**

**FOR SALE.**—80 h. p. boiler and engine; good order. Grinder and clipper; as good as new. No use for them. C. J. Meyer, Frankfort, Ill.

**GOOD BOILERS FOR SALE.**

4-60 In. Diameter 16 ft. long, 90 H. P. 58 Flues.  
Address South Chicago Elevator Co., 240 La Salle St., Chicago, Ill.

**FOR SALE.****ENGINES AND BOILERS.**

Engines—Corliss, Automatic and Throttling, all sizes from 1 to 500 H. P. Boilers—Horizontal, Portable and Vertical, all sizes from 1 to 200 H. P. Pumps, Heaters, Tanks, Saw Mill and General Machinery.  
Write for our prices on your requirements.

The Randle Machinery Co.  
1748 Powers St. Cincinnati, O.

**FERRETS FOR SALE.**

FERRETS—Good ratters, \$24.00 per dozen. Chas. Foster, Wellington, O.

**MACHINES FOR SALE.**

**FOR SALE.**—1 Western Corn Sheller, No. 2½ capacity, from 700 to 900 bu. per hour; used 5 months. Also our McLeod Automatic Scale, used same length of time, rated to weigh 1,500 bu. per hour. Will sell cheap. C. M. Kerlin & Co., Delphi, Ind.

**FOR SALE.**—1 Western Corn Sheller No. 2½. Capacity 400 to 500 bu. per hour. 1 Marseilles Corn Sheller, size 1, capacity 400 to 500 bu. per hour. 1 Western Suction Fan, 45 inch fan, capacity 500 bu. per hour. These machines have been thoroughly repaired and are first class. Address A. H. Richner, Crawfordsville, Ind.

**MACHINES WANTED.**

**WANTED.**—Combined corn sheller and cleaner, with capacity from 150 to 250 bushels per hour. Must be in good condition and cheap. Address B. Strong Gr. Co., Conway Springs, Kans.

**MISCELLANEOUS FOR SALE.**

A COMPLETE OUTFIT of Elevator Machinery and cleaners, at your price. Best of track scales also. H. L. Dawson, 601 S. Pine St., Creston, Ia.

**GRAIN TESTERS:** Three sizes, one pint, one quart and two quarts. Guaranteed correct, sent on trial. Write for prices. A. S. Garman Co., Akron, Ohio.

**BARLEY GERMINATOR** For Sale. Made of glass; has eight glass shelves. Size of box 7½x10½x11. Price \$5.00. Address Germinator, Box 5, Grain Dealers Journal, Chicago.

**FOR SALE.**—Good as new 12x16 single Belt drive Barley and Chop Roll, cap. 60 bus. corn chop; Barley, 80 to 100 bus. One Automatic Under Runner French Burr, for all purposes, with ½ dozen picks. Emil Brunner, Hope, Kans.

**HAY WANTED.**

**HAY AND STRAW WANTED.**—Correspond with us. T. D. Randall & Co., 92 Board of Trade, Chicago, Ill.

W. D. POWER & Co., Commission Hay and Straw, 601 West 38rd St., New York, are in the market at all times for large and small Hay of a good quality. Will purchase outright or handle on commission. Correspondence solicited.

**BUCKWHEAT FLOUR FOR SALE.**

CHOICE pure Buckwheat Flour for sale. Prompt shipment. Miner-Hillard Milling Co., Wilkes-Barre, Pa.

**BRAN FOR SALE.**

**NEW BRAN:** We are making prices for September and October shipment. Let us hear from you if interested. F. G. Olson Grain Co., Wichita, Kas.

**GRAIN FOR SALE.**

**FOR SALE.**—Oats and corn in car lots. Ask for quotations. Buckland Milling Co., Buckland, Ohio.

**JAPANESE BUCKWHEAT.**—Recleaned Japanese Buckwheat, dry and cool. Write for prices and samples. H. B. Low & Son, Orangeville, Pa.

**NEW WHEAT:** TURKEY hard and ordinary. MILLING wheat. Samples and prices on application. F. G. Olson Grain Co., Wichita, Kansas.

**KAFFIR CORN.**—We are the largest shippers in the West. Correspondence invited. If you want to get Kaffir direct from where it is grown, write to J. C. Haines & Co., Augusta, Kans.

**FOR SALE.**—Wheat, Corn, Oats, and Kaffir Corn. Delivered prices made on request to any points in the United States. Stevens-Scott Grain Co., Wichita, Kans.

**RICE PRODUCTS FOR SALE.**

**RICE PRODUCTS FOR SALE.**—Rice bran (20% protein and fat guaranteed) rice polish and finely ground, or unground rice hulls, carload lots or large contracts. Write P. G. Sackenreuther, Broker, Houston, Texas.

**SCALES FOR SALE.**

**SCALES** for elevators and mills; low-cost prices. Chicago Scale Co., Chicago.

**FOR SALE** one pair of Fairbanks track scales, second hand. S. W. Allerton, Allerton, Ill.

**ONE 600 BU.** Fairbanks hopper scale, good as new, for sale. Address McLeod Bros., Bloomington, Ill.

**FOR SALE:** New and second hand wagon, hopper and R. R. Track scales at reduced prices. All kinds of scales repaired. Beckman Bros., Des Moines, Iowa.

**SCALES** of all kinds repaired rebuilt, tested and sealed. Elevator and mill scales our specialty. All work guaranteed. Address Young Bros., 1 Bridge St., Toledo, Ohio.

**STANDARD SCALES** for mill and elevator purposes. Steel frames for all standard make of scales. We meet every requirement of the best of the grain trade. Standard Scale & Mfg. Co., 601 East Court Ave., Des Moines, Ia.

**SCALES FOR SALE.**

1 700 Bu. Howe Hopper Scale,  
1 300 Bu. Fairbanks Hopper Scale,  
2 6 Ton Fairbanks Wagon Scale,  
1 6 Ton Howe Wagon Scale,  
1 2500 Lb. Fairbanks Dormant Scale,  
1 2500 Lb. Fairbanks Portable Scale,  
2 600 Lb. Fairbanks Portable Scale.

THE OMAHA SCALE CO.,  
201 So. 10th St., Omaha, Neb.

**"THE DENNING"**



**CORN CRIB AND GRAIN BINS**

ARE HANDLED BY DEALERS EVERYWHERE

THE DENNING FENCE is famous for its Peerless Tie. THE DENNING LAWN FENCE is ornamental. THE DENNING BARBED WIRE is perfect.

Write us for catalogue and prices.

**THE DENNING WIRE AND FENCE CO.**  
CEDAR RAPIDS, IOWA

## GRAIN WANTED.

MILLING BUCKWHEAT Wanted.  
Benton Roller Mills, Benton, Pa.  
MILLING BUCKWHEAT wanted.  
Address H. J. Klingler & Co., Butler, Pa.

MILLING BUCKWHEAT WANTED.  
Address H. H. Emminga, Golden, Ill.

MILLING BUCKWHEAT WANTED.  
D. Gratz & Son, Tecumseh, Mich.

MILLING BUCKWHEAT wanted.  
Prattsburgh Roller Mills, Prattsburgh, N. Y.

WE ARE in the market for speltz in car lots. Send liberal sized samples. Moore-Lawless Grain Co., Kansas City, Mo.

HOT AND DAMAGED CORN of every description wanted. Address L. F. Miller & Sons, 2931 N. Broad St., Philadelphia, Pa.

J. A. Bushfield & Co., Grain Brokers, 327 Sedgwick Bldg., Wichita, Kans. Buyers of all kinds of grain for mills and elevators. Write for bids.

NEW KAFFIR CORN and Milo Maize will soon be moving. Drop us a card if you want our regular quotations. Western Grain Co., Wichita, Kan.

## ALFALFA MEAL

and Alfalfa Stock Foods

The most economical, the least expensive. Write for prices.

H. C. THOMPSON, Wichita, Kan.

## THE TOLEDO FIELD SEED CO. CLOVER AND TIMOTHY SEED

Consignments Solicited.  
Send Us Your Samples.

ASK FOR OUR DAILY BIDS  
TOLEDO, OHIO

## I BUY AND SELL

Salvage Grain, Screenings and  
Off Grades of Grain and Feed

WM. B. GALLAGHER  
72 Pearl Street - - - BUFFALO, N. Y.

## WHITNEY-ECKSTEIN SEED CO. BUFFALO, N. Y.

WHOLESALE SEED MERCHANTS

Invite offers for spot and future delivery of Grass and Field Seeds

## POP CORN

Receivers and Exporters  
Commission and Buyers  
Correspondence Invited

BRADSHAW CO.  
NEW YORK

## SEEDS WANTED.

FIELD SEEDS and kaffir corn. Send samples. J. Oliver Johnson, Chicago.

SEEDS WANTED—Clover, Timothy, Blue Grass, Orchard, Millet, etc. Send samples. D. I. Bushnell & Co., St. Louis, Mo.

ALFALFA SEED is my specialty and I am always ready to purchase seed in any quantity. R. E. Smith, Sherman, Tex.

WANTED—Kaffir corn, new crop timothy, clover and millet. Submit samples and state price wanted. Guthrie-Lorenz Co., Des Moines, Ia.

WANTED—Clover Seed. Will buy bad Buck-horn lots, and Clover tailings. Send fair, average samples, with bottom prices, or ask for bids. C. C. Norton's Sons, Greenfield, O.

SEEDS WANTED—Clover, Alsike, Red Top, Timothy, Blue Grass, Orchard Grass, Millet, Kaffir Corn, Millomaize, Cow Peas. Mail samples. Established 1818. J. Bolgiano & Son, Baltimore, Md.

WE ARE buyers of Medium, Mammoth Clover and Timothy Seed. Please send samples. We are sellers of Canadian Alsike. Write us for samples and prices. The Steele, Briggs Seed Co., Limited, Toronto, Ont., Canada.

## BAGS FOR SALE.

NEW BURLAP BAGS made up promptly; bottom prices. We buy reliable second-hand bags, and carry all kinds in stock; get our prices. William Ross & Co., 59 So. Water St., Chicago, Ill.

## SEEDS FOR SALE.

MEDIUM clover seed for sale. Get samples and prices. W. C. Raucsher, Lockridge, Ia.

CLOVER SEED for sale. Name quantity and grade wanted. H. H. Emminga, Golden, Ill.

MEDIUM and Mammoth Clover Seed for sale. Send for samples and prices. H. J. Weaver, Galion, O.

FOR SALE—Clover and Timothy Seed fine quality. Send for samples. A. D. Hayes, New London, Iowa.

ALFALFA SEED in any quantity, always for sale. I make a specialty of Alfalfa seed alone. R. E. Smith, Sherman, Tex.

WE HAVE the biggest and finest crop of red clover seed ever grown. Write us for samples and prices. S. Bash & Co., Fort Wayne, Ind.

SEED FOR SALE—C-a-r L-o-a-d-s o-r l-e-s-s. Alsike, Timothy, medium, or Mammoth Red Clover. We sell by sample or by official grades. Nathan & Levy, Ft. Wayne, Ind.

CLOVER SEED.—Mammoth, Little Red, Alsike. No Buckhorn. Write for samples and prices. Oats and Corn, straight or split cars. Bourbon Elevator Co., Bourbon, Ind.

THE BEST ALFALFA SEED GROWS "OUT THERE IN KANSAS." We sell it. Ask for samples and prices. Small booklet on Alfalfa mailed free of charge. The Barteldes Seed Co., Lawrence, Kansas.

**WRITE US** FOR QUOTATIONS ON COTTON SEED MEAL  
H. J. HASENWINKLE COMPANY  
MEMPHIS, TENNESSEE

## INCREASE YOUR CORN RECEIPTS

Handle and make it Convenient for Local Cattle Feeders to Secure CHICO FEED

(Cotton seed meal and hulls—mixed—100-lb. sacks.) Reduces feeders' corn requirements. Cheap, rapid flesh producer. Substitute for bran in dairy feeding.

Chickasha Cotton Oil Co. :: :: 136 L. S. Exchange, Kansas City, Missouri.  
Financial Responsibility \$1,000,000. Mills: CHICKASHA, HOBART, ALTUS, CLINTON, ANADARKO, OKLAHOMA

**CARGILL ELEVATOR COMPANY**  
Wholesale Dealers in Field Seeds  
**MINNEAPOLIS, MINN.**

WITH US THERE IS ALWAYS SOMETHING DOING IN  
**KAFFIR CORN AND MILO MAIZE**  
J. R. TOMLIN GRAIN CO., Kansas City, Mo.  
*If interested, write or wire for price.*

## THE ALBERT DICKINSON CO.

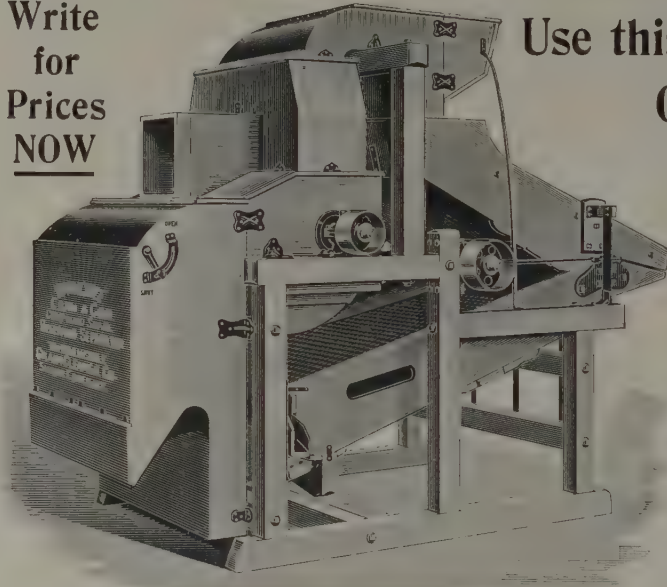
Clovers  
Timothy  
Flaxseed  
Bromus Inermis  
Dwarf Essex Rape Seed  
Main Office, CHICAGO, ILL.

**SEEDS**

Blue Grass  
Orchard Grass  
Millets, Hungarian  
Redtop, Seed Corn  
Peas, Beans, Bags, etc.  
MINNEAPOLIS, MINN.



Write  
for  
Prices  
NOW



## Use this Machine On Your Corn Crop

You have a big crop to handle this year so do not take any chances on it. Clean your corn thoroughly with an

### INVINCIBLE

Compound Shake Corn and Cob Separator and Cleaner.

This machine is built for cleaning corn and separating the cobs from shelled corn as it comes from the sheller. This machine is equipped with screens for cleaning wheat, oats, and other grain. Its motion is the INVINCIBLE form of compound shake, which holds the cleaner steady while running. Put it any place in the elevator and it will do good work.

Send for Catalog No. 15.

**REPRESENTED BY**

W. J. Scott, 512 Traders Bldg., Chicago, Ill.  
Phone Harrison 667

Southwestern Office, 225 Exchange Bldg., Kansas City, Mo.  
C. L. Hogle, 623 Board of Trade, Indianapolis, Ind.

**N. W. REPRESENTATIVES:**  
Strong-Scott Mfg. Co., Minneapolis, Minn.

For **HOW IT RUNS** write

**Invincible Grain Cleaner Co., Silver Creek, N.Y.**

If  
you  
have  
actual  
practical  
knowledge  
of  
what  
is  
required  
in  
a  
grain  
cleaner  
you  
will  
certainly  
be  
delighted

when  
you  
see  
a  
Beall  
Rotating  
Cleaner.  
Our  
aim  
has  
been  
and  
is, —  
to  
build  
it  
so  
good

Ask  
any  
elevator  
builder.

that  
it  
will  
be  
its  
own  
best  
salesman.  
Those  
who  
use  
it  
will  
buy  
no  
other  
kind.  
It  
has

some  
modern  
features  
that  
no  
other  
cleaner  
has,  
and  
these  
features  
place  
it  
in  
a  
class  
by  
itself.

**THE BEALL IMPROVEMENTS CO., DECATUR, ILL.**

## GRAIN DEALERS JOURNAL

Published on the  
10th and 25th of Each Month  
by the  
**Grain Dealers Company**

255 La Salle Street, Chicago, Ill.  
**CHARLES S. CLARK,**  
Manager.

### Subscription Rates

To United States, Canada and Mexico one year \$1.50; two years \$2.50.  
To Foreign Countries within the Postal Union, prepaid, one year \$2.50; two years \$4.00.  
A Red Wrapper on your Journal means your subscription has expired.

### The Advertising

value of The Grain Dealers Journal as a medium for reaching the progressive grain dealers and elevator men of the country is unquestioned. The character and number of advertisements in its columns tell of its worth. If you would be classed with the leading firms place your announcements in the leading Journal.

The rate for Advertisements in the "For Sale" and "Wanted" Departments is 15 cents per line for each insertion.

### Letters

on subjects of interest to those engaged in the grain trade, news items and crop reports are always welcome.

Entered as Second-Class Matter Aug. 5, 1898, at the Post Office at Chicago, Ill., under Act of March 3, 1879.



GOLD MARKS SIGNIFYING QUALITY OF CIRCULATION HAVE BEEN AWARDED THE GRAIN DEALERS JOURNAL BY THE AMERICAN NEWSPAPER DIRECTORY

CHICAGO, ILL., OCTOBER 25, 1908.

WOOD ROOFS have no place about a grain elevator, as they furnish a warm welcome for every live spark.

IF UNWILLING to cooer each car carefully you will find it much less expensive to hire it done than to let it go without coopering.

SHIPPERS on lines which have not yet filed freight tariff schedule, providing compensation for the grain shippers who buy lumber to construct grain car doors, will be unable to collect for such expenditure until sufficient influence is brot upon the carrier to induce it to file such a schedule.

AT LAST uniform rules governing the grading of grain have been adopted by the National Ass'n. and a strong committee appointed to bring about its adoption in all markets to take effect July 1, 1909. The time has long since past when any honest dealer was willing to excuse or defend the widely-varying rules used by the different markets. It is not expected that the new uniform rules will prove entirely satisfactory, but if the trade is ever to attain uniformity in the matter of grading grain, a start must be made. The rules published in this number merit the support of every one in the trade. Let them be given a fair trial in all markets and changed only after a fair test.

A CAREFUL PERUSAL of our extensive report of the proceedings of the annual meeting of the National Ass'n will give our readers the latest and best thought on the important questions now agitating the trade. Altho a three-day meeting, each session was full of interesting discussion and its perusal should prove of profit to every live grain dealer. The able address of the President, outlining the work of the organization, should add many new names to its supporters.

KANSAS CITY ELEVATORS will continue to dock grain received on the Missouri side, 100 lbs. for dirt contained. This dockage has been abolished in nearly every terminal market of the country and is continued in Kansas City only because it requires a two-thirds majority to repeal a rule of the exchange. The recent vote stood 70 for repeal, to 54 against. Sentiment is growing against this iniquitous practice and the next time it is voted upon at Kansas City, the rule will be abrogated.

THE RAILROADS are gradually increasing their rental charges for sites on right of way with the ultimate hope of deriving a fair revenue therefrom. The C. M. & St. P. Ry. not only expects to derive a good revenue from the ground, but also requires each renter to pay all local taxes and assessments, as well as relieve it from all liability for damage by locomotive sparks or otherwise. The restrictions are being increased so rapidly that the time is near at hand when it will be much cheaper for grain men to build their elevators on their own land.

SHIPPERS in some sections of the country are complaining bitterly of the wretched condition of box cars offered them for grain shipments. It seems that the niggardly economy practiced by some of the carriers during the last ten months resulted in the discharge of most of the car repairers. This, no doubt, in a measure, explains the large percentage of leaking cars received at terminals. It is the old story of "penny wise, pound foolish." Progressive shippers are now obtaining reports on leaks and supplementing their claims for losses in transit, with proof of leaks.

THE GRAIN dealers in attendance at the St. Louis Convention did not hesitate long in amending the constitution of the National Ass'n. to make clear beyond possibility of ambiguity, as to how it intended to deal with members who attempted to resign when not in good standing. Hereafter it will not be possible for a member of the National Ass'n to resign his membership when an arbitration case is pending, or remains unsettled. In other words, to be in good standing, he must not only cancel any and all indebtedness to the Ass'n, but also to his brother members.

ELEVATION ALLOWANCES granted elevator men at Missouri River crossings is not to be given up without a fight. Altho the I. C. Commission has ordered a suspension of all such payments, the U. P. R. R. proposes to bring suit against the Interstate Commerce Commission. If the railroads ever secure the right to grant such allowances, hereafter they must grant them to all without any discrimination.

THE VIGOROUS CAMPAIGN being conducted against the railroad companies' trifling steal, labeled "natural shrinkage," is bearing gratifying results. All railroads entering Philadelphia discontinued the steal some time ago and now the roads entering Baltimore have abolished the arbitrary deduction, principally because suits were threatened. No one can justify or defend the taking of property to allow for any shrinkage, be it "natural" or otherwise. The sooner shippers stand together against the exaction, the sooner will all railroad companies abolish their arbitrary rule and settle each claim on its merits as they should do.

NEXT WEEK the railroads in the Central classification territory will put the new uniform B/L in use, whether the shippers like it or not. They have dishonestly supported their own wishes by the statement that it is ordered by the Interstate Commerce Commission. The Commission has not ordered it; but simply recommended it and Chairman Knapp has stated on several different occasions that if it contains any provisions which shippers consider unreasonable, they are at liberty to file a formal complaint and obtain an authoritative ruling from the Commission. The new bill contains so many provisions which are sure to prove very burdensome to grain shippers, that the organizations of the country must promptly file a vigorous protest.

A STOCKHOLDER in the Farmers' Elevator Co. at Albany, Ore., which was recently placed in the hands of a receiver, because of its inability to account for or pay for about 85,000 bushels of wheat and oats stored with it, insists that the state should guarantee the grain deposited in grain warehouses. If this is done, of course it will be necessary to tax warehousemen who succeed in business enough to make good the debts of defaulters. Investigation has developed the fact that this Company has been in financial straits for several years and its directors have shipped out much grain stored with it, for the account of the Company. While the guarantee plan might be popular with farmers who prefer to hold their grain in their local elevator, it will never gain the support of country elevator operators; in fact, such a law would prove a blessing to the trade because it would surely end for all time the receiving of grain by country elevators for free storage.



## Asked— Answered

[Readers who fail to find information desired on any subject of interest to grain publication here. The experience of your brother dealers is worth consulting. Readers should send us their query for free piles to queries are solicited.]

### RECOMPENSE FOR GRAIN DOOR LUMBER?

*Grain Dealers Journal:* In September, 1907, I was compelled to buy lumber for two weeks and bot about \$13.50 worth of lumber for grain doors. I paid for the lumber and filed my claim with the Chicago & Northwestern Ry., but the road has paid no attention to my claim.

About a month ago I was compelled to buy more lumber, altho in both instances the order for lumber was sent in about four weeks before I received it. Are there any court decisions on this subject? It seems to me the railroad company should be liable for this expense.—W. W. Little, Tipton, Ia.

*Ans.:* The Interstate Commerce Commission ruled several months ago that payment to shippers for grain door lumber could be made only by those roads having filed a tariff with the Commission providing for such payments. A score of roads have filed tariffs granting an allowance of \$1.25 to \$1.50 to shippers furnishing grain doors, and other roads are being added to the list weekly. A circular effective Sept. 28 was filed by the Western Trunk Line Committee, but the Chicago & Northwestern Ry. was not a party to the allowance for grain door expense. Mr. F. P. Eyman, Asst. G. F. Agt. of the Northwestern, states now that the W. T. L. Com. soon will file a circular including his company among those making the allowance to shippers for grain doors. As these tariffs do not apply on shipments made before their effective date, Mr. Little will have no recourse for the expense incurred in September, 1908, and 1907.

### RED WORMS IN CLOVER SEED?

*Grain Dealers Journal:* Red worms are thick in much of the clover seed we are receiving from farmers. We would be pleased to know what it is and what we can do to prevent its damaging our seed. Can seed containing them be held with safety?—Ohio.

*Grain Dealers Journal:* After examining the sample of clover seed from central Ohio I can say that the red worms are the maggots of the clover flower midge. The reason for their being among this clover seed is that at the time it was hulled they were ensconced among the hulls and were not blown out with the chaff. They will of course do no further damage to this particular seed. I also notice that the seed has been attacked by the clover seed chalcis.

While the damage so far as insects is concerned is probably due to these two species, I judge that the clover field itself was exceedingly seedy and full of grass, and I am wondering if the clover plants had not been more or less killed out by the clover root borer.

All three of these insects occur in destructive abundance in central Ohio.—

F. M. Webster, in charge of cereal and forage plant insect investigations, Bureau of Entomology, U. S. Dept. of Agri., Washington, D. C.

### New Chief Grain Inspector at Baltimore.

The recent appointment of Samuel D. Thomas to head the grain inspection department of the Baltimore Chamber of Commerce is a deserved recognition of one who has demonstrated his ability by many years of faithful service in that department.

After having been educated in the private schools of Baltimore, the city of his



Samuel D. Thomas.  
Chief Grain Inspector, Baltimore, Md.

birth, with the intention of entering college, Mr. Thomas changed his plans in 1875 and at the age of 16 accepted a position with Wylie, Smith & Co. of Baltimore, then large handlers of grain in that market. He remained with that firm until 1878, when he was appointed to a position in the grain inspection department at Baltimore, and by careful attention to his duties, he advanced step by step, until July 11, 1905, when he was made second assistant inspector. On Oct. 24, 1905, he was promoted to the position of first assistant inspector. Upon the death of Chief Inspector Charles McDonald, Jr., Mr. Thomas was made chief grain inspector of Baltimore, on Sept. 15, 1908.

Mr. Thomas is regarded as an expert in his line, his 30 years' experience in a market handling grain from many parts of the west having developed a technical knowledge of grading that is indispensable. Possessing the necessary executive ability Mr. Thomas is eminently well qualified to fill this important position, to which he naturally would be entitled by civil service rules. His high personal character is a guarantee that the department in his charge will be conducted in the future as in the past, for the best interest of the trade.

No grain man should do business without the Grain Dealers Journal. He can no more afford to do without it than the market report.—E. L. Williams, Lake Benton, Minn.

## Letters From Dealers

[Here is the grain dealers forum for the discussion of grain trade problems, practices and needed reforms. When you have anything to say of interest to members of the grain trade, send it to the Journal for publication. It may draw out the views of others.]

### CALIFORNIA AS VIEWED BY AN EASTERN DEALER.

*Grain Dealers Journal:* The grain and hay crops of California are decidedly light over the entire state. Fruit crops are not paying well on account of low prices, and ranchers are not any too prosperous this year.

From my observations during a five months' trip of over 2,000 miles in a camp wagon from Los Angeles to Oregon and back, over different routes which passed thru every section of the state north of Los Angeles, I think the eastern farmers and business men have the best of the Californians.—S. D. Mead, Pasadena, Cal., formerly of Union City, Ind.

### SUGGESTS LIST OF SHORTAGE PRODUCING ELEVATORS.

*Grain Dealers Journal:* How can shippers best guard against shortages, or stealings, of grain at unloading points. These have been more aggravating of late than ever before in my experience. Many shippers have doubtless had similar experiences and there should be some scheme developed so that all will not be obliged to suffer the same. A car of grain is sold to track buyer and ship to his order to some distant point. Some time after (several weeks, perhaps) the shipper is notified that his car was leaking at destination and from 500 to 2,000 lbs. short. Sometimes there is no report of any appearance of leakage, but the "shortage" is reported just the same. My own cars are carefully coopered and accurately weighed by experienced men and at some points either hold out or overrun.

A car just reported was loaded in this manner with 40,000 lbs. of rye, ship to buyer's order Cincinnati and reported over 2,000 lbs. short. A "bulged grain door" was given as the cause. With a minimum load and the bulk of it in the ends of the car, the improbability of the claim is apparent, even if the car had not been well coopered, as in this case it certainly was.

It seems as if a "blacklist" might be circulated among shippers giving the facts in cases like the above so that all might be warned and refuse to accept billings to any of the listed points, or to do business with any people in any way connected with the reported shipments. In this way a majority of the shippers might avoid losses instead of each one being obliged to learn from personal experience where the dishonest people are located.

It is not claimed that there are never any real shortages, due either to careless loading or accidents in transit, or that many receivers are dishonest; but if several shippers reported apparent crooked work at certain points, other shippers would certainly do well to avoid them. Am happy to say there are yet a few buyers with whom no fault can be found, but their number is decreasing this season at an alarming rate.—A. E. Lawrence, Decatur, Mich.

## Changes in Grain Rates.

Among the new grain tariffs recently filed with the Interstate Commerce Commission as reported in the *Traffic Bulletin* are the following:

Mo. Pac., wheat and corn from St. Louis and Carondelet to Flat River, Mo., wheat 8½¢, corn 7¼¢, effective Nov. 18.

Sou. Ind., grain and grain products, from Cutmer, Ill., to Chicago, 6½¢; Linton, 7¢; Bedford and Seymour, Ind., 8¢; Terre Haute, 6¢; and in reaching Vigo Elevator Co. at Terre Haute 50¢ of the switching charge will be absorbed, effective Nov. 8.

Vandalia, 5½¢ on wheat and 5¢ on all other grains from Paris to Danville, Ill., effective Nov. 12.

C. C. C. & St. L., 5¢ on grain and grain products from Terre Haute to Indianapolis, effective Nov. 3.

C. C. C. & St. L., grain and grain products from North Manchester, Ind., to Detroit, Mich., 7½¢, effective Nov. 5.

Great Western, grain screenings, 9½¢ between Minneapolis and Linden, Ind., 15½¢ to Owensboro, Ky., effective Oct. 30.

Ill. Cent., grain and grain products, St. Paul, Minn., to Omaha, Neb., 14¢, effective Nov. 3.

I. & N., clover, millet and timothy seed, L. C. L., from Louisville, Jeffersonville and New Albany to Fayetteville and Petersburg, Tenn., 55¢; Shelbyville, 42¢; Lewisburg, 50¢; Huntington, 48¢; Lebanon, 29¢, and Murfreesboro, Tenn., 33¢.

Minn. & St. L., flax and millet, 18½¢; wheat and flour, 13.9¢; corn, oats, rye and barley, 12½¢, between Peoria and common points and McCallsburg, Roland and Story City, Ia., effective Nov. 3.

Wis. Cent., wheat from beyond St. Paul and Minneapolis to Bloomington, Petersburg, Jacksonville and Springfield, Ill., 13½¢, effective Nov. 3.

C. & N-W., grain and flaxseed, 14½¢, between Chicago and East Clinton, Ill., and Crooks and Wagner, Ia., wheat, corn, oats, rye and barley Oakes, N. D., to Duluth, Minn., effective Nov. 16.

The C., B. & Q. has filed ICC No. 9187 on barley, rye, corn or oats from its stations in Wisconsin to Milwaukee, effective Dec. 1.

The C. F. Ass'n has filed sup. 2 to ICC No. 69, on grain and grain products from Manitowoc and Milwaukee and rate points to points in C. F. A. territory and Virginia, effective Oct. 12, by special permission.

The C. M. & St. P. has filed sup. 6 to ICC No. B902, on seeds, grain and grain products from Atchison, Kan., Council Bluffs, Ia., Kansas City and Omaha to points on its line and connections, effective Nov. 13.

The Grand Trunk has filed sup. 5 to ICC No. 866, on wheat, oats and barley between points on its line at the close of navigation, effective Nov. 7.

The Mo. Pac. has filed sup. 5 to ICC No. 8684, covering grain and grain products from Missouri River points to northwestern points, effective Nov. 18.

The A. T. & S. F. has filed ICC No. 4523, on wheat and corn from Kansas City, St. Joseph, Atchison and Leavenworth to points in Indiana, Kentucky and Ohio, effective Nov. 3.

The Erie in sup. 23 to ICC No. A3698 makes rates effective Nov. 3 on grain and grain products from Chicago and stations on Erie Div., and Chi. & Erie to eastern cities reached via Erie Desp.

On oats from Melrose, Glen and Dillon, Mont., to Cairo, Memphis and Evansville, Ind., the Oregon Short Line has filed ICC No. 1493, effective Nov. 5.

The W. & L. E. has filed sup. 3 to ICC No. 523 on grain and grain products from Cleveland and Toledo to points in C. F. A. territory, effective Nov. 5.

Grain door expense is covered in new tariffs filed by the Corvallis & Eastern; M. K. & T., R. R. No. 4117; Oregon, Wash. & Idaho; and O. R. & N.

The minimum weight rule for oats is made applicable to oat chips and elevator dust by the Minn. & St. L. in sup. 2 to ICC No. 2005.

The Illinois Cent. has canceled the sacking at Cairo, of corn and oats for Cuban ports. This privilege is now governed by ICC No. J5084.

Elevation allowances are canceled by the Union Pacific in sup. 50 to L. K. & W. ICC No. 181, effective Nov. 16. The allowances will be governed by ICC No. 2199. The elevation charges at Nashville, Tenn., now are governed by a new tariff of the N. C. & St. L., sup. 2 to ICC No. 1588A. In other tariffs, sup. 2 to ICC No. 1233A and sup. 22 to ICC No. 776, the same road covers the charge for elevation at Paducah, Ky., and Memphis, Tenn.

Rules covering milling, cleaning, storing and malting in transit at stations on the Omaha road have been filed in tariff sup. 3 to ICC No. 3282.

Rules covering inspection, weighing, cleaning, clipping, sacking, grading, mixing and transfer at Joliet, Matteson, Kensington, Ill., and South Bend, Ind., have been filed by the Mich. Cent. in tariff ICC No. 3541, effective Nov. 5.

The transfer allowance on grain is covered by the Sou. Ind. in ICC No. 579.

Export rates on grain from Chicago are quoted by the B. & O. in sup. 6 to ICC No. 7232, effective Nov. 16.

Storage of export grain at Fort Gratiot, Mich., is covered by the Omaha road in sup. 5 to ICC No. 3281.

Export rates on grain thru New Orleans and Galveston are quoted by the St. L. & S. F. in sup. 29 to ICC No. 5590, effective Nov. 10. In sup. 30 to the same tariff the same road covers export rates from local points.

Under the new system of selling rice on the exchange at Houston, Tex., which has been successful so far, sealed bids are made on the samples, the highest taking the rice, subject to the owner's confirmation. Expense of expressing samples and telephone charges, etc., all are paid by the exchange, which charges a commission. Four brokerage firms operate on the exchange system.

## A 3,000 Bushel Elevator.

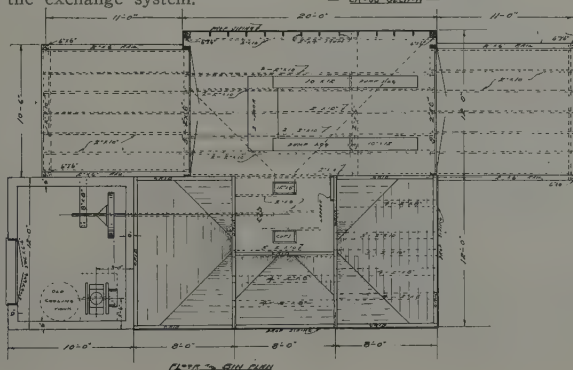
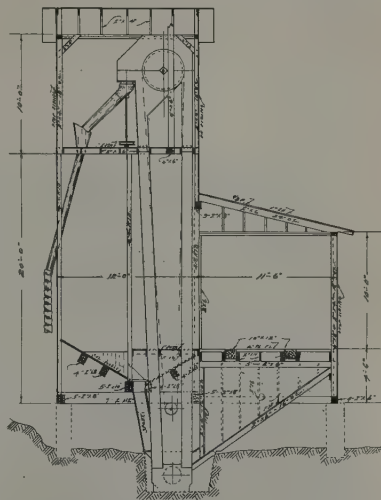
How small an equipment is sufficient to efficiently handle grain from the farmers' wagons into cars is well illustrated in the plans of the elevator reproduced in the engravings herewith.

This house has a capacity of only 3,000 bus., and is said to be the smallest elevator ever built. It is now being erected at Illinois station near Mommence, Ill., for the F. C. Brown Grain & Hay Co. of Lowell, Ind.

The building is 12x24 ft. on the ground and 20 ft. high to top of bins. The "lean-to" driveway is 12x20 and 15 ft. high. The cupola is 8x12 and 10 ft. high, and the power house is 10x12x8 ft. and contains a 4-h.p. gasoline engine. Besides the chain drive the only machinery is the single stand of elevators with 12x6 cups of 1,000 bus. per hour capacity. The engravings herewith show cross section, floor and bin plan.

The hopper under the single dump discharges directly into the elevator boot, and the hopping of the three bins also is directly toward the boot. The bins are cribbed and the remaining exterior is drop-sided. From the compact arrangement of this little plant it will be seen that the designers, the Burrell Engineering & Construction Co., have studied as carefully to meet the views of the owner as in the case of the very large elevators.

Argentina's wheat acreage is estimated to be 10 per cent greater than last year, and the oats area double.



Plans of 3,000-bu. Elevator of F. C. Brown Grain & Hay Co., at Illinois Sta., Ill.



## ANNUAL MEETING

## GRAIN DEALERS NATIONAL ASSOCIATION

About 700 grain dealers assembled in St. Louis Oct. 15 to celebrate the 12th anniversary of the organization of the Grain Dealers National Ass'n, and to carry out the excellent program, published in the last number of this Journal.

The dealers gathered in the large dining room of the Southern Hotel, which was elaborately decorated with banners, flags, sheaves of small grain, and shocks of corn. Behind the speaker's stand was a large shield, bearing the National colors and at either side large American flags festooned. Large vases of American Beauty Roses were kept at each side of the speaker's desk. At one side was a large bulletin board for posting notices of interest to delegates. The arrangements could not have been better. The condition under which the delegates carried on their work was favorable at every turn.

Pres. A. E. Reynolds called the meeting to order shortly after 10 o'clock Thursday morning and the invocation was pronounced by the Rev. Harris H. Gregg, of St. Louis.

Pres. Reynolds introduced Hon. Rolla Wells, Mayor of St. Louis, who, on behalf of the city, welcomed the dealers to St. Louis. In the course of his remarks, the Mayor praised the Merchants Exchange of St. Louis for the excellent work done by its committees in behalf of the shipping interests.

Mr. Edward Devoy, Pres. of the Merchants Exchange, in welcoming the dealers on behalf of the members of the organization, said that St. Louis, the third primary grain market of the country, handled 86,000,000 bushels of grain on the last crop, and called attention to the necessity of improving the waterways of the Mississippi Valley, in order to facilitate and reduce the cost of transporting the grain crops and other freight.

In responding to the address of welcome, Mr. C. C. Ramey, of New York, said:

#### Response to Addresses of Welcome.

Mr. Mayor and Mr. President of the St. Louis Merchants' Exchange:

In behalf of the Grain Dealers National Association permit me to thank you for the splendid welcome you have extended to us. From its earliest days St. Louis, now the metropolis of the Trans-Mississippi country, has been noted for its courtesy, and its unfailing hospitality to its visitors. More than a century ago when it was but a small settlement within a stockade, chivalry was the rule, and the stranger who visited within its gates remembered ever afterward his sojourn with the most pleasurable of his recollections. The hospitality of the citizens of St. Louis was never better manifested than when during the Exposition four years ago, at the suggestion of one of your most illustrious and popular citizens, so many of them gave up their private homes for the entertainment of the vast number of people who flocked here during that great occasion.

I would like to say a word here about the Grain Dealers National Ass'n. Formed, as the preamble to its constitution states, for the object of the advancement and protection of the common interests of those engaged in the grain business, the formulation of rules for the transaction of business, and the promotion of friendly relations among the grain men of this country, it has already accomplished a wonderful amount of good, in the bringing about a better understanding among the members by reason of more intimate personal acquaintance. It is the great American farmer's most valued adjunct because its members find the market for his grain.

It is our part in the workings of the world as it is today, to handle and distribute annually this great grain crop. We endeavor to do so in a manner which will result in the greatest good to the greatest number. This can best be accomplished by concentrated effort and that is one of the primary ideas of the organization.

Not the least of the association's accomplishments is the opportunity it has afforded for the sensible discussion of great questions. The eternal principles of common sense are plain and easily understood. Their application reduces seemingly complex situations to understandable ones. What we desire is to have our laws and rules expressed in plain terms and to have them executed promptly, fearlessly and without discrimination. The interest of one must be the interest of all. The adjustment to new and greater responsibilities is rapidly developing a broader and more tolerant spirit, and we are more and more thinking and acting nationally, not sectionally; for the benefit of all the people, not some of the people.

It is evident that we now approach great questions, not only with greater breadth of view, but in better temper, that is, with more tolerance for the other point of view. Difficulties that were formerly thot insurmountable have now been solved, equality of right is now enjoyed by all upon the highways of commerce fully insured and guaranteed by law, and arbitration is steadily gaining popularity as the most satisfactory method for the settlement of disputes.

We may hope to realize the dignity, the privilege and the power that belongs to a great association. These things carry with them a great trust which may we be able worthily to discharge.

Again, gentlemen, we express to you our great appreciation of the magnificent welcome which you have given us to your beautiful city.

Vice-Pres. Tyng: Gentlemen of the Grain Dealers National Ass'n, last year's work of this Ass'n is possibly the most successful in our history; and that fact is due largely to the ability, energy and good judgment of our executive officer, whom I now have the honor to present to you—President A. E. Reynolds.

President Reynolds: Ladies and Gentlemen, My paper is somewhat in review of the work done not only last year, but during the lifetime of this Ass'n. I want to apologize to you for being obliged to read from manuscript. The press of other matters has been such that I was not able to prepare a speech, and therefore I will be somewhat of a slave to a written document:



C. C. Ramey, New York.  
Responded to Addresses of Welcome.



First Vice President.  
A. G. Tyng, Peoria, Ill.

## The President's Address.

Members of the Ass'n and Friends:

Another year has rolled around and again we are assembled in Annual Convention. This is the twelfth time we have thus met, but how different this meeting from some of the earlier meetings. Instead of a few half-discouraged yet determined men, we today have a large body of earnest, enthusiastic workers.

This Assemblage is an eloquent endorsement of the efficiency of the National Ass'n. It must have done something in the past to merit your continued support for twelve years; it must be doing something now or you would not be here today. To you it must stand for something in the future, or else we would not have the assurance of your hearty support from year to year.

It might be possible to account for a few annual meetings of interest, on the ground of idle curiosity; hope that the association might do something to entitle it to your support, might hold it together for a few years; but neither curiosity nor hope; nor both of them could account for your continued support for twelve years. The accomplishments of the past twelve years is the record on which we stand today.

Such men as are here assembled are not the kind to fritter away their time and means chasing idle fancies. You are busy men; men of affairs engaged in one of the most strenuous, exacting, nerve taxing commercial enterprises of the age. Of all busy men of earth, the grain men as a class, are the busiest, therefore your presence here means something. To you it means a great sacrifice of time and means. To this Ass'n it means continued success. To your officers it means great encouragement.

**What Ass'n has done:** In spite of all of this manifestation of interest in this Ass'n there still are those, and many of them who ask; What does the Grain Dealers' National Ass'n stand for, and What has it done? What has it done? Ye Gods! What has it not done? It has never yet subscribed to or tolerated dishonesty, has never met an enemy of the square deal, which was too prominent or too powerful for it to attack; it has never yet faced a task too great; it has never yet found a problem too abstruse for solution, if that solution was

for the betterment and upbuilding of the grain trade. It has always stood ready to throw its united strength into the conflict where single hands could not successfully combat the enemy. Like the Gladiator of old, "For twelve long years has it stood in the public arena" daring to bare its arm of might in defense of our rights, and yet there are those who ask; What has it done? Are we to wonder at this? Not at all. The tendency of the human mind is to be passive.

There still live people in this God's favored country of freedom who do not appreciate the heritage of liberty bequeathed to them. There are those who breathe this free air and enjoy the freedom of unrestricted pursuit of happiness, who say that government by the people and for the people is a failure. So with many grain dealers, they are willing to go along in a way which has been laid out for them by others. Their ambition or lack of it, does not lead them to strive for better things. They sum it all up in one expression, "What's the Use?" they are content to be, "drawers of water and hewers of stone."

**The Selfish Parasite:** To him, who in his own selfish complacency is content to sit quietly down and take matters shaped ready to his own hand; who cares not for better things, whose ambition leads him to desire nothing better than that which he enjoys, who sees nothing better than imitation in the world, who being a creature of circumstances cares not to break the narrow confine of his present limitation, who in short, is satisfied to be a parasite leaching from the active, healthy progressing trade a mere existence. To such the Grain Dealers Ass'n stands for but little. To his thinking it has done nothing to better the condition of the trade; it is not worthy of support.

**To the grouch and chronic kicker** who imagines that the whole trade is dishonest, who thinks that everybody is trying to take advantage of him, who is so narrow, sordid, selfish, contrary and crooked that he cannot appreciate a square deal when it is meted out to him; to such an individual it means a combination to down him. If he has happened to join the association for the purpose of taking advantage of the arbitration, and has had a case decided against him, he has forthwith resigned from the association. Mingling with honest, energetic men who have a high ideal of business ethics, becomes very dis-

tasteful to such men. This association is better off with them out of it.

**To whom does this association stand for something?** I will tell you. If you are a live, up-to-date, moving, throbbing, go-ahead individual engaged in the grain trade, then it stands for something to you. If you are striving to do something and be something, in this the greatest commercial enterprise that the world has ever known, then it will help you.

If you are in favor of continuing the fight long waged against old antiquated dishonest methods of doing business, then your place is in this association.

If you desire to eradicate from the trade all sharp practices, establishing in their stead honest methods, then come with us.

If you want to join the ranks of the boys who are fighting the battles for the weak as well as the strong, enlist now in its service.

If you are in any way dissatisfied with the trade methods employed anywhere in the grain business, you can help to correct this by calling to your assistance the National Ass'n.

If you are a progressive, patriotic American citizen, engaged in the grain trade, you cannot afford to be outside.

**Trade Conditions in 1896:** When this Ass'n was formed twelve years ago the grain trade was in a deplorable condition. No trade rules, few exchanges which controlled the weighing of grain; inspection departments even far less classified and uniform than now; no methods of arbitration; no use for the shipper to enter protest of any kind whatever; no chance for a hearing of complaints; no classified system of rates, no wholesome regard for fulfillment of contracts; no recognition of the honest man in preference to the dishonest. In short, twelve years ago the grain business of this country was wholly disorganized, no system prevailed. Sharp practice was the rule. Unreasonable and unfair methods were more prevalent than straight honest methods. It was a conglomerate, chaotic, confused state of affairs throughout, in which the generality was striving each for himself, and "the devil catch the hindmost." Contracts were so cunningly devised and worded that it required a lawyer to decipher them.

Bidders were practically safe to bid more for grain than markets would warrant, then get out with a handsome profit through sharp practice or through connivance with railroads, or the manipula-



The Decorations about the Speaker's Stand were in Keeping with the Decorations all Around the Hall.



tion of off-grades. The sharp, shrewd, unprincipled dealer like a beast of prey, ready to pounce upon the unsuspecting innocent or unprotected dealer, and devour him without mercy.

The larger dealers throttled the smaller by paying excessive prices, then induced the railroads to help them out by rebates. The small dealer was crushed at will by the railroads refusing cars for transportation. Complaints of loss in transit, short weight and bad grading, were treated passively or wholly ignored alike by railroads and commercial exchanges. Over-drafts, plugging of cars, totally ignoring contracts, were the rule with the country shipper rather than the exception. I could continue "ad infinitum" to enumerate the evils existing before this association began its career of reform. You know what the evils were as well as I do.

Just think a moment and compare the state of affairs now with what it was a decade since. Can you for a moment imagine our going back to the chaotic conditions of old?

Back to a state of disorganization? Back to the condition where sharp practice ruled?

Back to a time when we had no trade journals to espouse our cause?

Back, back, back into the dim and chaotic past where confusion reigned supreme? Just Touched High Points: When we survey the depths from which we have emerged, we might almost imagine that we had reached perfection. No! we have only just touched the prominent points. There is much more to be accomplished. We are just beginning to grow, just alive to the fact that the grain trade as a whole is much larger than any individual. The work we have done is commendable in the highest terms. The result of our labors has enhanced the value of the farm products by untold millions of dollars. The margins of profit demanded in past years by country dealers who bought from the farmer was from four to six cents per bu., and he did not make too much then. Today he can make more money and do it on a basis of two to three cents margin, than in olden times at four to six cents. This has been brought about through improved methods of handling, more equitable and stable rates of transportation; less loss in transit; better methods for handling and marketing the offgrades, improved facilities in great commercial centers and above all the introduction of the square deal method.

The rate for carrying grain from the Mississippi Valley to Sea Board is lower now with corn at 75, oats 50 and wheat 90 cents per bu. than it was ten years ago with these commodities at half their present value. The commission for handling, elevator charges and charges of all kinds are no higher and in most cases lower than they have been. This, in the face of the general tendency of the past few years to advance everything.

Who has benefited by the labors of the Grain Dealers' National Ass'n? The American farmer, the American grain dealer, American commerce, the consumer, wherever he may be found.

If you have done nothing for the Grain Dealers' Ass'n then you have not fulfilled your duty as a grain dealer. You have been a reaper who sowed not, a receiver and not a giver of benefits.

The Arbitration Department of the association is worth more to the American grain trade than the entire cost of maintaining this association. To be able at the trifling cost of \$10 to have differences of opinion between members, submitted to the judgment of three disinterested compeers, fellow dealers who can review the entire case and come to an impartial decision, is of untold value to the trade. No other branch of our work has been more efficient than this. Men of broad experience, of unquestioned ability and honesty have been at the service of our members, and for that matter non-members also. The rulings of our Arbitration Committees would make a volume worthy of a place on the desk of every American grain dealer. It would set forth rulings and opinions worthy of the attention of the most learned lawyer.

I doubt if the records of any court in this broad land passing on matters of fact and equity, can show sounder reasoning or more deliberate consideration of facts at issue. Its decisions have been sought by courts of justice; they are broad, sound and just. I have yet to read a decision made by our committees, where I could see one single "jot or tittle" of unsound reasoning. Not a single question of doubt could possibly arise in the mind of an impartial judge. I believe that in every decision made by this committee, absolute justice has been meted out. I believe this committee is able to deal with the questions

arising, and does deal with them in a more intelligent, comprehensive and masterly way than could be done by the most learned judge. This is true on account of there being so many intricate problems arising, which have nothing to do with law, pure and simple. Intricacies in contracts, idioms in the language used; common usage of the business customs; that are a part of law between grain dealers as any principal of real law expounded by Blackstone. I am not in command of language strong enough to commend to the committee of arbitration idea.

**Recommends Larger Committee:** I desire here and now to thank the committee who has so diligently, earnestly and efficiently performed its duty during my administration. They have done more than any other one element to advance the prosperity of the association. Messrs. Grimes, Wasmuth and Miles do not claim to be judges of law, but better judges of facts, equity and a square deal never graced a judge's bench. I hope the arbitration committee will be more fully recognized and more liberally patronized, although their labors have been arduous. I recommend to your consideration the advisability of a larger committee, which can be divided into sub-committees so as to distribute the burdens now imposed on the committee of three.

**Conflict with Railroads:** From the very organization of this association there was a conflict on with the railroads. In the mighty rush of building these railroads and developing them to meet the rapidly increasing demands made upon them, more attention had been given to this task than to the study of the rights and just demands of the people. No branch of commerce has suffered more from this neglect than the grain business. This was particularly true of the business in the rural districts and non-competitive territory. All sorts of arrogance, independence and disregard for the welfare of the people had crept into the management of the railroads. Unjust and discriminating rates; delays in transit; in many cases such delays that grain would spoil while en route.

For this the shipper seemed to have no recourse. It was unsafe to make con-

tracts for the delivery of grain at any stated time. Cars were furnished or withheld at will; switching of cars from one line to another was refused at the caprice of the roads. These abuses were too numerous to mention. Against all such irregularities and abuses the National Ass'n has waged a continual warfare. The old generation of tyrannical railroad managers and operators has passed away. In their stead has come a set of wide awake, broad-minded, fair business men. In this transformation no factor has been more potent than this Ass'n.

To meet the rapid increase of business and keep abreast of the reform movements has taxed the railroads to the utmost. While we have been relentless and untiring in our warfare for these reforms we have at all times tempered our just demands with merciful policies. The grain men have never asked the railroads for unjust reforms. Our demands have always been reasonable. We have no enmity toward the railroad companies. They are our best friends and we are theirs. Recent negotiations with the railroads on the Bill of Lading and Demurrage matters has exhibited a willingness on their part to treat with us on all subjects in controversy. This disposition has been growing. This manifested disposition on the part of the railroads has led me to believe that we are passing from a belligerent era with the railroads to one of peace. An era when the companies will seek to confer with the shippers and arrive at a reasonable and satisfactory settlement of disputed questions.

As a fighter, the Grain Dealers' National Ass'n never gave quarter; as a victor it can afford to be generous in its dealings with the vanquished. I do not advocate slackening our vigilance in a single degree. We should guard with jealous care the shipper's interest, but I do counsel fair treatment of the transportation companies. I believe the railroads are now striving to give the people a square deal. I favor fair remunerative rates, such rates as will make the railroad securities inviting investments; to the end that we may have built more and better roads, which would be in the end of the greatest and most lasting benefit to our country.



A. E. Reynolds, Crawfordsville, Ind. Re-elected President.

**The Bill of Lading** recently recommended by the Interstate Commerce Commission does not meet my approval. It is not fair to the shipper; I have not time to take it up in detail; I hope a committee will be appointed early in this session to whom all complaints on the subject can be made; this committee to receive recommendations and report before final adjournment on a Bill of Lading which would be satisfactory to the grain trade.

**Legislation:** Very great attention has been given to legislation by this Ass'n and its affiliated state ass'n. This attention has extended alike to state legislatures and to the National Congress. Our interests should be carefully guarded in every state legislature and in Congress the coming winter. A very innocent appearing piece of legislation often does untold harm.

**Federal Inspection:** The proposition to turn over the inspection of grain to the Federal Government has received very careful attention. A strong lobby was maintained in Washington last session; for the time being all action has been deferred. The personal opinion of anyone on this subject amounts to but little; I recommend to this meeting careful consideration of the subject. The greatest confusion on this subject has arisen from confounding Government Inspection with Uniform Grading. Government Inspection does naturally imply uniformity, but uniformity may be obtained without this drastic measure. There is a general and almost universal demand for uniform grades of grain throughout the country. This subject will be very ably handled at this meeting by the National Inspections Ass'n. I recommend a careful consideration of the whole matter. You cannot afford to adjourn this convention without coming to some very definite conclusion on this important subject. I trust that when we adjourn this convention the National Ass'n will have adopted a platform relative to the inspection question on which every member will stand loyally, and that we can as a unit press forward to a successful and amicable solution of this perplexing problem.

The National Congress is of the opinion that something is wrong in the grain trade and as expressed to us at our last convention in Cincinnati, by Senator Foraker, if we will show them what we want, they stand ready to do what we ask them to do. In common parlance it is up to the grain trade to show congress what we want or to convince them that we are all right and need nothing.

**Increased Dues:** By action of the Board of Directors during the past year the dues were raised to \$15. I am very glad to report that this met with the hearty approval from almost every source. I wish that it was possible by common accord, to make the dues \$25. Gentlemen, it is all a matter of money. If this association had at its disposal \$15,000 annually, it could do many times more work than it is now doing. If we could have ample means to pay traveling expenses, we could have representatives at all conventions of commercial organizations similar to this. We could have men of wide experience and ability to watch our interests and the interest of the trade at large, in every state legislature and in the National Congress. We could be able to employ legal advice and assistance in all important subjects. In short, all matters of interest to the grain trade at home and abroad could be followed to their final conclusion, and great benefit would result.

I want to thank the trade journals, both western and eastern, for their ever-ready and open columns. Without our trade papers we could not prosecute the work of the association. The work of every committee has been done earnestly and faithfully and I thank these gentlemen one and all for their efficient services. I would fall short of my duty, did I not mention the able and earnest manner in which Mr. J. F. Courcier has managed the affairs of the office of Secretary. It simply could not have been handled better. The imprint of his personality is on the work at every turn. Omitting personalities, I can congratulate the association on having its affairs managed by the very best talent in the grain trade.

Now, fellow dealers, what do you see in the future? We are now taxed to our utmost to care for the five billion bushels of grain annually produced; Production is in its infancy. "This soil will not withhold its corrupting abundance." The possibility of this great country within the next century is twenty billion bushels.

What are we to leave to posterity that will better fit it to handle this unthankable product? In the great sweep of business events every little adds to the great sum total of advancement. This association has done much to improve conditions, but only a little as compared with what is necessary to be done to meet the situation confronting the generation unborn.

The American farm kissed by the sunshine of God's favor, will continue to

produce, multiply and add to the sum total of our great wealth and happiness. In the great struggle to meet the emergencies of the future this Association has a part to perform.

Vice-Pres. Tyng: Gentlemen, we are finishing our work a little ahead of time and feel as if we could take up some further matters that are not on the program this morning.

E. L. Rogers: I move you, Mr. Chairman, that the report of the President be referred to a committee of three to report on the recommendation contained therein before the Convention closes, except as to the recommendation made by the President to the effect that a committee be appointed to act on the Bill of Lading question. As to that matter, Sir, I move that a committee of five be appointed by the President, including himself, to make report to this Convention before its adjournment on the Bill of Lading question. And, Mr. Chairman, I make that motion with the distinct understanding that I am not to be on that committee.

The motion was seconded and carried.

Vice-Pres. Tyng appointed as committee on recommendations in President's address other than the bill of lading question, Mr. E. L. Rogers, Philadelphia; L. A. Morey, New York, and S. W. Strong, Pontiac, Ill.

Pres. Reynolds: The idea that I had in suggesting a committee on bill of lading matter was to get it in as definite a form as could possibly be produced, and to bring it before the Convention without taking up the time of the sessions in unnecessary argument. I have selected the following:

**COMMITTEE ON BILL OF LADING:** W. N. Eckhardt, Chicago; Frank E. Marshall, Philadelphia; J. W. Sale, Bluffton, Ind.; J. W. McCord, Columbus, O.; and Chas. England, Baltimore, Md.

I want to say that it may possibly come to pass before the adjournment of this

## Presidents and Ex-Presidents at the Meeting.



B. A. Lockwood, Des Moines, Ia.; Warren T. McCray, Kentland, Ind.; H. S. Grimes, Portsmouth, O.; M. F. Dunlap, O'Fallon, Mo.; H. L. Goemann, Toledo, O.; Chas. England, Baltimore, Md.; A. E. Reynolds, Crawfordsville, Ind.



Convention that this committee may need to be a permanent committee on the bill of lading. I hope that the committee will organize at once. There will be quarters assigned to them where they can hold hearings. Particularly do I recommend to the committee to give Mr. Lincoln, who represents the Merchants Exchange here, an audience on this subject.

The chair desires to announce the appointment of the following committees:

**COMMITTEE ON NOMINATIONS:** F. M. Wayne, Delavan, Ill.; P. E. Goodrich, Winchester, Ind.; C. E. Groce, Circleville, O.; A. B. Bleidt, Louisville, Ky.; E. L. Rogers, Philadelphia; M. L. Dunlap, O'Fallon, Mo.; L. W. Forbell, New York, N. Y.

**AUDITING COMMITTEE:** Fred D. Austin, Chicago; Fred Mayer, Toledo, O.; J. A. A. Geidel, Pittsburgh.

**COMMITTEE ON RESOLUTIONS:** H. S. Grimes, Chairman, Portsmouth, O.; Arthur Sawers, Chicago; Thomas Morrisson, Kokomo, Ind.; Alfred Brandeis, Louisville, Ky.; Chas. E. Jones, Nashville, Tenn.; H. N. Knight, Monticello, Ill.

The President: You can see by the program the time when these reports will be here, but if any of them can be advanced on the program it will help us to get more time for discussion of important subjects. I hope that we will have very close attention and very diligent and punctual attendance at all of the sessions of this convention.

We will now hear the report of the executive committee, which will be submitted by Mr. J. W. McCord, its Chairman.

Mr. McCord read the following report:

#### Report of the Executive Committee.

The Executive Committee has not been called in executive session during the year. Numerous informal conferences on matters of special importance have been held with the President and Secretary by the several members of the Committee.

The address of our most worthy President has in part covered the work of your Committee, and the report of the Secretary will also further touch on the work that might have devolved on the Executive Committee had there been occasion for formal meetings during the year.

On account of the frequent opportunities for informal meetings with the Executive officers, your Committee has constantly kept in close touch with the general work which has been handled so promptly and vigorously by the President and Secretary. The matters intrusted to our care have been zealously guarded and no opportunity has been neglected for furthering the interests of the Ass'n.

Never before in the history of the Ass'n have matters of such vital importance confronted the Ass'n as during the past year, and the successful achievements, the telling results, are due more to the indefatigable, strenuous and tireless efforts of Pres. Reynolds and Sec. Courcier than to the Executive Committee or to the Board of Directors.

Year by year we see our work steadily progressing toward a higher degree of efficiency, more complete in its organization, greater in effectiveness and more powerful in its resources. Our field is unlimited, our opportunities for good work are constantly increasing. The obligations resting upon us now, the requirements for the future, inspire to still greater achievements, and we assure you that the Grain Dealers National Ass'n will always be found in the front ranks of association activity, equal to every emergency it may meet or seek; continuing to be the most powerful, aggressive and successful factor in promoting and securing such needed reforms in the Grain Trade as are demanded from time to time by the constantly changing conditions of the trade. Our strength, power, ability to execute and perform, all that is needful, will only be circumscribed by lack of the moral and financial support of the trade.

Our experience of the past year in successfully advancing the annual dues five per cent proves that our members realize and appreciate the value of the work of the Ass'n. A handsome gain in our membership also further signifies the value

placed on our work by those who join our ranks from month to month. We are well known at home and abroad. We stand before the public as the exponent of a "Square Deal" in every avenue and ramification of the trade.

On motion of E. L. Rogers the report was received and placed on the minutes.

President Reynolds: While we expect another report or two before we adjourn for the noon hour, if there are any matters of a miscellaneous character with regard to which you desire to offer suggestions we will entertain them now.

L. A. Morey: I wish to bring up the matter regarding recognition of members who have had awards by our arbitration committee made against them and who under the present constitution were allowed to resign before they settled such awards against them. I understand that an award was made against a member of this Ass'n by our arbitration committee and the matter was taken to the Board of Directors and the award of the arbitration committee sustained by the Board of Directors. The party then in default immediately resigned and the resignation was accepted altho the award was unsettled. I do not believe that is just. I do not believe that was ever intended by the by-laws. It is provided there that a resignation shall not be accepted except from a "member in good standing" and the fact that an award was made against them and never settled would indicate that the party or firm was not in good standing. If it is necessary to change the by-laws of this Ass'n so as to provide that no member against whom an award is made by the arbitration committee can resign till settlement is first made of such award, I believe it is our duty to take that action.

At the request of Mr. Simpson, Mr. Morey went into particulars, giving specific details with reference to the above matter, and reiterating the position above taken by him. His views were concurred in by Messrs. Rogers and Grimes and it was explained that the action taken by the

Secretary in accepting the resignation of the member in question was in accordance with his construction of the by-laws, that the clause therein relating to a member's being in good standing referred to good standing as to payment of dues. By request the Secretary read the sections of the constitution bearing on the subject.

There was considerable discussion and it was strongly maintained that good ethics and good policy would not support a failure by any member to submit to the findings of the arbitration committee then ask the Ass'n to receive a resignation.

Sec'y Courcier stated that in all things he desired to be governed by the specific constitutional provisions and that he hesitated to take any personal responsibility beyond that, and, as in his judgment, no other course remained open, and as there was nothing to be gained by any other course so far as the financial interests involved were concerned, the resignation had been accepted by him.

On motion of J. W. McCord the following was adopted as an amendment to Section 8, Article IV. of the by-laws, adding thereto the following:

"Providing, however, that no resignation can be accepted while arbitration is pending or while an award of the arbitration committee remains unsettled."

After some further routine announcements the Convention took recess until 2:30 P. M.

#### Convention Notes.

Two private theatre parties visited the Garrick and Columbia Thursday evening.

John F. Courcier was re-elected Sec'y of the Grain Dealers National Ass'n for another year.

It was decided to hold the next annual meeting of the Grain Dealers National Ass'n in Indianapolis next October.

How well Geo. L. Graham performed his work as chairman of the Speakers committee may be ascertained by a perusal of our convention report.

#### Some of Baltimore's Delegation.



From Left to Right: Wm. Rodgers; H. E. Elgert; J. A. Clark; J. H. Warren; J. M. Dennis; S. D. Thomas; Jas. Wirth; Emory Kirwan.

## THURSDAY AFTERNOON'S SESSION

As soon as the dealers assembled Thursday afternoon, President Reynolds called for the report of the Membership Committee, Mr. Fred D. Austin, Chairman, which was read, as follows:

### Report of Committee on Membership.

At our last annual meeting, held in Cincinnati, if you will remember, resolutions were adopted authorizing our membership committee to appoint auxiliary committees of five in each State where the Grain Dealers National Ass'n was represented. In pursuance of that action, as chairman of said membership committee, I appointed these committees early in the current year and sent each member a personal letter notifying them of the appointment, and carefully outlining the work of the Ass'n. Application blanks and much printed matter, bearing on the work of the Ass'n, were furnished these committees.

While the direct results from these committees have not been all that I had desired, I would say that these committees have done much good work for the Ass'n by keeping our name before the grain trade in the different grain centers and the indirect results of the work are bound to be beneficial to the Ass'n. I thank each and every member of these committees, as well as my fellow members on the Membership Committee, for the valuable services rendered your chairman. I would certainly recommend that these auxiliary committees be continued.

In this connection I would also recommend, if possible, that some provision be made the coming year so that our Secretary, or some officer of the Ass'n, could visit these different grain centers in the interests of the Ass'n. My experience has been that a personal solicitation does a hundredfold more good in interesting new members, than any amount of letters and pamphlets.

The success of this Ass'n depends largely upon the number of direct memberships we can secure, and the work of your membership committee the past year has been largely along these lines. The results show a net gain for the year of 33 direct members and affiliated members, which is gratifying to your committee, and I hope our feeble efforts will be appreciated by the Ass'n.

The raise in the membership fee has not lost us many of our old members and, as shown by the report of your Sec'y, enables us to make a better financial showing this year than last. The fee charged for membership seems small indeed in comparison with the great service being performed by this Ass'n for the grain trade.

The reports of your Sec'y and of different committees already submitted show what this Ass'n is doing for grain dealers,

and it does not seem as tho we were asking too much when we ask the grain dealers of the United States to give us their support and co-operation.

Give us your petitions for membership and join actively with us in this work. Let us enroll upon our membership list the



F. D. Austin, Chicago, Ill.  
Chairman Membership Com'te.

name of every reputable grain dealer in this country and show to Congress and to the country at large that we are in fact the Grain Dealers National Ass'n, and the representative of those great grain interests.

On motion of E. M. Wayne, the report was received and placed on file, and the thanks of the convention tendered to the committee for their efficient work.

President Reynolds—Next in order will be the report of the Secretary-Treasurer. Sec'y Courcier read the following:

### The Secretary's Report.

I am grateful for the privilege of making this my third annual report as Sec'y-Treas. of the Grain Dealers' National Ass'n.

The year has had its uncertainties, its trying situations and its complexities; but, withal, the work has been pleasant, made so largely by the generously manifested disposition of all members of the official family, to advance the association both in prestige and in numerical strength.

It is not so difficult for officers of an association, such as this, to discharge their duties according to fixed rule and well established precedent—freedom from discrimination being ordinarily a prime requisite—but when new problems, without either precedent to guide or fixed law to govern, present themselves, loyalty to principle, unselfish co-operation, and unanimity of purpose and action, must prevail among those who have been entrusted with the management of the organization's affairs. This we have had.

**Arbitration:** The Chairman of your Committee on Arbitration will report in detail, the work done in that very important field of association endeavor; and I shall, therefore, not duplicate, the statistics he is to give you. I feel it my duty, however, respectfully to call your attention to a condition which conduces, not to amity and the promotion of friendly relations, but to discord, and to the defeat of the objects and purposes of arbitration. I refer to an occasional manifestation of a disposition:

First, to question the right of the association to insist upon the submission of differences, in the absence of other acceptable means of adjustment; and,

Secondly, to delay the preparation of papers, and then object to being reminded that time limits have been laid down by the rules of Arbitration, subject to extension only for good and sufficient reasons which shall, or should be, agreeable to all concerned.

I do not bring this to your notice on behalf of the Secretary—however well he might be pleased to have everything run along smoothly, according to rule—but on behalf of the Ass'n, whose very life depends upon the faith its members may have in its potency as an agent to enforce compliance with the requirements of its rules and regulations.

**Trade Rules:** It is now nearly three years since the Trade Rules were adopted in their present form, and it is gratifying to know that their usefulness has become so generally recognized, and that they are constantly growing in favor.

It is impossible for me to give you an accounting of the many instances in which the Rules have directly and indirectly influenced adjustments, but those of you who have a knowledge of your own advantages, can tell it to others, and based upon what has come to my notice, I can earnestly recommend their universal adoption, as a means to the greatest possible accomplishment in the endeavor now being made to minimize differences and eliminate disputes.

**Legislation:** On Nov. 26, at the direction of President Reynolds, a letter was addressed to all the grain exchanges, railroad commissions, and special departments having jurisdiction in the matter of grain inspection, requesting an expression on the proposition to call the third Uniform Grade Congress.

It was found that there was a prevailing sentiment in favor of deferring action until after the President's Message had been given to the country, to determine whether or not he would recommend the passage of an act to create Federal inspection, in conformity with the rumors that had been given wide publicity. Accordingly, the matter was held in abeyance, until after the publication of the President's message, which contained the following recommendation:

"The grain producing industry of the country, one of the most important in the United States, deserves special consideration at the hands of the Congress. Our grain is sold almost exclusively by grades. To secure satisfactory results in our home markets and to facilitate our trade abroad, these grades should approximate the highest degree of uniformity and certainty. The present diverse methods of inspection and grading throughout the country, under different laws and boards, result in confusion and lack of uniformity, destroying that confidence which is necessary for healthful trade. Complaints against the present methods have continued for years and they are increasing in volume and intensity, not only in this country, but abroad. I therefore suggest to the Congress the advisability of a na-



A Group of Dealers Between Sessions.



tional system of inspection and grading of grain entering into interstate and foreign commerce as a remedy for the present evils."

On Dec. 9th, we sent a letter to all Exchanges, State Inspection Departments, State Grain Dealers Ass'n, National Organizations of Millers, and such other as we thought might be interested.

In pursuance of this call 66 accredited delegates and possibly half that number of visitors met in Indianapolis, Monday, Dec. 16, 1907.

The Conference met at 10:30 a. m., and was called to order by A. E. Reynolds, President of the Grain Dealers National Ass'n.

President Reynolds was made permanent Chairman, and after several hours of discussion the following committee on resolutions was appointed:

C. B. Murray, Chairman, Cincinnati, O.; H. S. Grimes, Portsmouth, O.; Ely Bernays, New York, N. Y.; Chas. England, Baltimore, Md.; W. N. Eckhardt, Chicago, Ill.; H. H. Bingham, Louisville, Ky.; J. M. Brafford, Indianapolis, Ind.; C. C. Miles, Peoria, Ill.; H. L. Goemann, Mansfield, O.

At this juncture, I will state for your information that we have on file a complete stenographic report of this Conference, which is available to all members who may wish to consult it for details.

After several substitutes had been disposed of, and after the work of the Committee had been slightly changed to meet the views of the Conference, the following resolutions were adopted:

"In convention assembled, representing the grain interests of this country, we most earnestly object to the principles as expressed by the grain inspection bills now pending in Congress.

We recommend that under the auspices of the Grain Dealers National Ass'n a committee be appointed to convey to the Representatives in Congress the voice of the Convention thus expressed.

We recommend further that copy of these resolutions be sent by the Secretary to the President of the United States, to the Secretary of Agriculture, and to the members of Congress.

We recommend efforts on the part of grain exchanges to secure adoption of uniform wording in rules relating to grain inspection and also as near to uniformity in practice in grading as is practicable under the varying characteristics of the sections of the country, in soil and climate.

The Board of Directors of the Grain Dealers National Ass'n was petitioned to make that resolution the policy of the Ass'n in whatever fight it might have to make against the institution of Federal Inspection, and at a meeting of the Board, steps were taken to carry out the recommendations contained in the resolutions.

The following bills to provide for Federal Inspection of grain were introduced to Congress:

S-382.  
H. R. 6293.  
H. R. 6294.  
S. R. 14770.

Pursuant to a call of the President, a

Conference to consider these bills, met on the morning of March 14th, in Washington, with 22 accredited delegates present.

After an all-day session, during which the then pending bills were considered in their many sided relations to every branch of the grain trade, the Conference was adjourned to meet on the morning of the next day, the 16th.

On the morning of the second day of the Conference, the following resolution committee was appointed: Mr. Grimes, Portsmouth, Chairman, Mr. Seiders of Minneapolis, Mr. Bernays of New York, Mr. Daish of Washington.

The Conference then adjourned to appear before the Committee on Interstate and Foreign Commerce of the House of Representatives.

Comprehensive statements were made before the Committee, by Mr. Wells of Iowa, Mr. Merrill of Chicago, and Mr. Bernays, of New York.

At the conclusion of these statements, the following resolutions, reported by the Committee on Resolutions, were read before the House Committee on Interstate and Foreign Commerce, and placed in the records:

Whereas, there has been introduced into Congress several bills providing for the Federal Inspection of grain, and

Whereas, these measures are predicated upon the assumption that the present system of grading and classification of grain is faulty, and

Whereas, there are public utterances of people unconnected with the grain trade which indicate that the business methods of that trade are not consistent with fair and upright dealing, and

Whereas, it is believed that the grain trade is composed of gentlemen of high morals, who conduct their business honestly, upon proper lines and without inordinate profits in any of its branches; therefore, be it

Resolved, by the Grain Dealers National Ass'n and other representatives of the grain trade in Conference assembled at Washington, March 16, 1908, that the Congress be, and it hereby is, petitioned to appoint a commission to investigate the grain trade, in respect to the first handling at terminal markets, the export of grain, and kindred matters; it being believed that such an investigation would vindicate the grain trade and forever set at rest the agitation for Government control of the inspection of grain. Be it further

Resolved, that a copy of this resolution be transmitted to the President of the United States; to the Secretary of Agriculture; to the House Committee on Interstate and Foreign Commerce, and to the Senate Committee on Agriculture and Forestry.

None of the Bills introduced were reported out of Committee, and with the adjournment of the first session of the sixtieth Congress, the proponents of Federal Inspection realized they had made a bad case.

**Leaky-Car Report:** The Eleventh Annual Convention adopted a resolution re-

questing all public markets to adopt a Leaky-Car Report, such as was in force at Baltimore, Chicago, Toledo, Buffalo and New Orleans.

Upon inquiry, we find that in addition to the markets to which reference was made in the resolutions, a form of Leaky-Car Report was being used by the following exchanges: St. Louis Merchants Exchange, Peoria Board of Trade, Cincinnati Chamber of Commerce, Minnesota State Department, Memphis Merchants' Exchange, Omaha Grain Exchange. To this list it is our privilege now to add the Philadelphia Commercial Exchange and the New York Produce Exchange.

**Confirmation:** Acting with the Confirmation Blank Committee, we recently printed for distribution an official form of Confirmation Blank, adopted at the last convention. The lack of funds with which to go ahead, prevented our executing instructions given us at the Cincinnati meeting, respecting the promulgation of this official form, until after July the first last.

The following firms have already notified us of their intention to adopt the blank: C. E. Rose, Nashville, Tenn.; J. B. Edgar Grain Co., Memphis, Tenn.; Bossemeyer Bros., Superior, Nebr.; Tyng, Hall & Co., Peoria, Ill.; Wm. Pollock Milling & Elevator Co., Mexico, Mo.; W. J. Thomas & Co., Schoolcraft, Mich.; Dan Joseph Co., Columbus, Ga.; Wilhoite & Weisiger, Memphis, Tenn.; The Franke Grain Co., Milwaukee, Wis.; McCord & Horton, Memphis, Tenn.; Pope & Eckhardt, for all interior business.

Owing to the work in hand incident to the preparation of this convention, we have not been able to address our members upon the subject of the official blank more than once, but since no objections have been offered that could not be satisfactorily explained, it looks very much as though the form recommended would stand the test and be universally adopted.

**Demurrage:** On August 20 last, a letter was addressed to us by one of our members, enclosing some correspondence regarding a rejected claim of Demurrage charges paid.

An order of the Interstate Commerce Commission was involved, thus making it a National question, and I shall, therefore, quote enough of the correspondence to give an idea of what will be necessary for you to do in the event of your being required to pay car service charges on detentions due to providential causes.

The manager of the Car Service Bureau said: "The service on car in question was proper. This Ass'n has no authority to refund demurrage account of flood conditions. The recent ruling of the Interstate Commerce Commission with relation to railroads in Ohio who had filed demurrage rules providing for waiver of demurrage account of fires, floods, strikes, etc., precluding such a concession; the Commission ruling that the allowances were unlawful and ordering the railroads to amend their tariffs. Under this decision of the Interstate Commerce Commission, claim is returned herewith respectfully declined."

Upon receipt of the papers, we imme-



Dealers from Seven States After Adjournment.

diately wrote the Interstate Commerce Commission, enclosing the correspondence giving it as our understanding that absolute proof of providential hindrance had always been ample authority for waiving charges for detention.

In response the Commission wrote us under date of Aug. 27th, as follows:

"The ruling of the Commission referred to by you is probably contained on Supplement No. 1 to Tariff Circular No. 15A, which reads as follows:

"Demurrage rules and charges must be observed as strictly as transportation rules and charges. The Commission cannot, therefore, recognize as lawful any rule governing demurrage the application of which is dependent upon the judgment or discretion of some person, or which provides for exemption therefrom in certain exigencies in the creation of which the carrier has no part. Interstate tariffs containing such rules must be corrected or cancelled."

"You will observe that this ruling simply denies to carriers the right to use their judgment concerning what constitutes an excuse for not collecting in full demurrage charges provided for in their tariffs, after said tariffs have been published and filed in accordance with the requirements of the Act to regulate commerce, but this does not prevent a shipper from attempting through the Commission to collect reparation where he considers himself entitled to same by reason of the particular circumstances connected with the particular payment to the carrier."

Thus, we have proof that it does not always pay to lay down as even when claims, as in this case, are so positively declined.

**Membership:** Acting upon the suggestion of our First Vice-Pres., Mr. Tynge, Pres. Reynolds called a meeting of the Board of Directors to consider the advisability of advancing the dues of direct members.

A meeting was held in Chicago on June the 15th last; the members of the Board of Directors unanimously voting to advance the dues rate from \$10 to \$15 a year.

Naturally enough, there was more or less anxiety felt as to what the attitude of the members would be toward a fifty per cent advance.

Without going into details, I will give you the following facts: We received less than ten complaints, and for everyone of these we received at least three bright, bristling, heart cheering letters of commendation.

From July first last year to Oct. 15th, following, 241 members remitted each \$10.

and from July the first to this date, members have remitted each \$15. This certainly is sufficient proof that your Board of Directors made no mistake in advancing the dues rate.

The Chairman of your Committee on Membership has done an unusually large amount of work, of a kind that will live, even though the immediate results may not be all that he might have expected.

The appointment of sub-committees was a good move, and, if continued by the incoming administration, will ultimately result in a thoroughly organized and effective machine for the enrollment of new members.

The task of soliciting members by mail, is one of difficult proportions. Non-members, as a rule, know practically nothing of the workings of the Ass'n, and of what it has done, and can do, and the slightest objection presenting itself to them, will condemn the entire proposition, and land the mail communications in the wastebasket.

I believe that a personally conducted campaign of one month, would result in the enrollment of more members than could be secured by mail at the same cost in twelve months.

So many long, and sometimes passionate, sermons have been preached upon this subject of membership that little can be said without repeating an old story, and I do not believe it will be solved satisfactorily until every individual member concludes that his best interests can be served by a large membership, and then make up his mind to exert his influences with his business friends and associates, urging upon them, even to the point of insistence, the practicability and even necessity of their joining hands in a common endeavor to serve their common interests through the agency of a National Ass'n.

Owing to the inadequacy of the financial returns from the \$3 membership, that classification was abolished by the Board of Directors immediately after the adjournment of the Cincinnati Convention.

All the members enrolled under that head were, at the close of the last fiscal year, invited to continue their memberships at the \$15 rate. Those who immediately advised us of their inability to sustain their memberships at increased cost, were not included in our this year's ledger account of members. Several of this class of members considered the ass'n worth \$15 a year to them and paid the advance. Those who have not vouchsafed a response are still enrolled as members.

The affiliation membership remains practically unchanged from that of last year.

The Central Kentucky Ass'n with a

membership of 21, was elected to membership in February. Of the 60 \$3 members, 37 remain on the books, 13 of whom have paid their dues at \$15.

Last year we had a total of 326 ten dollar members. Enrolled during the year, 53. Lost by death one. Withdrawals, 6. Out of business, 8. Total loss, 15, leaving a net gain of 38. To summarize: With the affiliated membership practically unchanged; a sufficient number of \$3 members paying \$15, practically equalling the receipts from the total membership of that class for the previous year, and with a net increase of 38 in class "A," the earning power of the association, based on the present dues rate, shows an increase over last year of \$2,200.

Before proceeding to our financial statement, I wish to assure our officers and members of my fullest appreciation of the many kindnesses shown me during the year.

If at times, I have seemed arbitrary, it has been because one element on one side has been just as insistent upon the arbitrary application of rules as the other has been for the extension of leniency.

As the Ass'n grows and the range of individual personalities widens; officers, whose duties are purely executive, and in no sense legislative, find it necessary to draw tighter and tighter the lines of arbitrary rule observance, provided they also realize that in the wake of discrimination and compromise lie ten thousand wrecks, to a possible one, in the wake of arbitrary rule observance.

## FINANCIAL STATEMENT.

Receipts .....	\$9,338.27
Disbursements .....	7,496.37
Bal. on hand .....	\$1,841.90

Pres. Reynolds: I wish to say in regard to the itemized statement that the Auditing Committee will have before it a full report in detail, and will go over same to-morrow and make their report later. What disposition do you wish to make of the report?

E. L. Rogers: Before making a motion to accept the report of the Secretary, altho showing a little ignorance on my part, I am at a loss to understand what that class of membership is that costs \$3.00. Perhaps a word from the Secretary will enlighten me.

Sec'y Courier: Under former rules in force before my term of office began



From Left to Right: C. R. Mitchell, Ashmore, Ill.; J. A. Connor, St. Louis; O. C. White, Chicago; A. Anderson, Buffalo; Homer Chisman, Cincinnati; G. D. Montelius, Piper City, Ill.; P. H. Schifflin, Chicago; Fred E. Pond, Buffalo.



direct membership was created in unaffiliated territory at dues of \$3; and during that time some 60 memberships were enrolled. That went on until the last convention when the Board of Directors decided that that class of membership was unremunerative, our field having been restricted because of the affiliations of another State Ass'n, and they decided to abolish it.

E. L. Rogers: So we simply now have direct membership at \$15 and the affiliated. Is that it?

Sec'y Courcier: Yes, sir.

E. L. Rogers: I move that the report of the Secretary be received and spread upon the minutes.

The motion was seconded and carried: the chair remarking that it was understood that the financial portion of the report would be referred to the Auditing Committee.

Pres. Reynolds called for the report of the Committee on Arbitration, Mr. H. S. Grimes, Chairman, which was submitted by him with the following preface:

Mr. Grimes: I am a little surprised at the small attendance here this afternoon considering the large number of members who are in St. Louis. Of course there is one thing that I presume some of them take into consideration, and that is that the trade journals who attend the convention publish almost everything that is brot before you, and thus you can read it at your leisure.

The report of the Committee on Arbitration is as follows:

#### Report of Arbitration Committee.

Your Arbitration Committee begs leave to report that during the past year the committee has had seven cases to decide and has reached decisions on six of them. The other case is now before the committee and there is a division of opinion existing that we hope to be able to overcome before this meeting is over and make a report.

The committee adopted a plan at the beginning of the year which has been carried out and has proven very successful in regard to getting the opinion of each member of the committee previous to forming a joint conclusion. The plan is that the secretary is to send to the members of the committee individually the case to be acted upon. The papers are first sent to one and then to the second and third members of the committee and these three reports are forwarded to the secretary. The reports are then gone over by the secretary and if there is a division of opinion the case is argued by the different members and, if possible, an adjustment arrived at.

This method has proven very successful

#### The Minneapolis Delegation.



Sec'y John G. McHugh.  
G. A. Morris, J. L. Tracy.

and only in one case has there been a division of opinion. This is the case referred to above. In the other cases the opinion of the different members of the committee was arrived at independently, and each member gave his individual opinion, all of which was in accord with the general opinion, which proved that the cases were decided in an equitable and businesslike manner.



H. S. Grimes, Portsmouth, O.  
Chairman Arbitration Com'tee.

The following cases have been before the committee on arbitration:

Stockbridge Elevator Co. vs. Stewart & Geidel.

S. W. Browne Co. vs. Finch & McComb.

Garfield County Milling Co. vs. Enid Wholesale Grain Co.

Kirwin Bros. Grain Co. vs. Loudon & Co.

Halliday Milling Co. vs. Shaw & Binder.

The Coates Grain Co. vs. Kelley Bros.

All these cases have been gone over carefully and decisions have been given. I am sorry to state, however, that in several instances we have been censured strongly by parties against whom cases were decided. Of course we know our decisions are not pleasing to those whom we decide against, but our position is so unenviable that we should at least have their respect, but are sorry to say we have not had in several cases.

We thot of reading before this convention some letters that were written to our secretary regarding decisions in one or two cases, but decided it would be more charitable not to expose the ignorance and meanness of some people. If anybody present is curious to know what the committee on arbitration has to contend with at all times we shall take pleasure in showing the letters referred to.

Of all the committees connected with this association, the Committee on Arbitration is one that the members derive the most benefit from, in our opinion. The cases we have decided would involve in the neighborhood of \$4,000, and no doubt, if taken through the courts would have cost the litigants very near this amount before they were finally disposed of.

We are glad to state that only one case of the many we have decided was taken up by the directors and they sustained the decision of the Committee on Arbitration, as it was a very plain case and easily decided.

In order to expedite decisions that sometimes take more time than they should, it has been suggested that this convention adopt a resolution authorizing the appointment by the President of an eastern and western arbitration committee. By this means all arbitrations that come up west of certain lines that could be mapped out should be taken up by the western committee and those east by the eastern committee. This would no doubt expedite the work and relieve the general committee.

To those who have never had this committee work to do they cannot for a moment conceive the large amount of work that is connected with these adjustments. Your committee is not complaining of the past, but would suggest to the committee that will be appointed for the coming year that this method would be much better to adopt, and in case of a division of opinion the eastern committee could refer to the western committee and vice versa. By that means the opinions of both committees could be given and a combination of the two would constitute a final decision.

We would also suggest to members that when they accept and agree to arbitrate a claim that they understand fully what they are going into, so when it is decided the feeling will not be as it has been in some cases in the past year, as it is no pleasant duty for your committee to perform, and

for which they receive no compensation whatever. It is done for the good of the ass'n, and then to be censured, you can readily see that the acceptance of membership on this committee will be one that will not be sought after by members who are capable of disposing of the business brot before them.

Your officers have in every way assisted the Committee on Arbitration and have endeavored to make clear to those submitting claims for arbitration just what they will have to abide by, but with all that sore spots emanate and are very unpleasant to the Arbitration Committee.

As said before, and which we desire to repeat, arbitration is the only proper way to adjust all difficulties arising among the members of this Ass'n, and we feel safe in saying (and do not fear contradiction by good business men) that every case we have decided in the past year has been adjusted honorably and equitably.

We beg to remain,

Yours very respectfully,

H. G. Grimes,  
C. C. Miles,  
E. M. Wasmuth.

Mr. Grimes: Our report cites six cases as having been disposed of. The seventh has been taken up here to-day, and we have practically decided it, so that will leave nothing for the new committee to be burdened with at its start.

A. G. Tyng: I move that the report be received and placed on file, and that the thanks of the convention be given the committee. I also move that such portion of the report as refers to increasing the size of the committee be referred to the same committee to which was referred the recommendations in the President's address.

Pres. Reynolds: I hope this vote of thanks will be given with a will. This work of the Arbitration Committee is so largely a labor of love with a compensation of condemnation, that I think we cannot go too far in expressing our thanks to these men who have given their time, talent and experience toward helping the members of this Ass'n over rough places and keeping our affairs out of court.

The motion was put and carried.

#### Two Arbitration Committees.

Pres. Reynolds: I would like the committee to whom my recommendations were referred this morning to consider

#### Two Indiana Shippers Always There.



E. Hutchinson, Arlington.  
T. O. Stanley, Lyon Station.

that part of the same referring to two Arbitration Committees. An increase of the committee to seven members, six besides the Chairman, would perhaps be a good plan. Say two sub-committees of three, and the Chairman of both, but not to make the committee sectional. Mr. Grimes, in our talk, conceded that would be better. I think we should have as little risk of sectionalism as possible, in this Ass'n; I am afraid that if a case originated in the West, for example, and be decided by an Eastern Committee, the defendant being in the East, that it might be open to censure from the party against whom the decision went.

Mr. Grimes: Mr. President, the only object in recommending that a committee be appointed from the East and one from the West was that the larger this Arbitration Committee is the more complicated becomes its affairs. It takes now sometimes as long as three months to get a case before the Committee and have it adjusted. That is not on account of any neglect, but it takes time. If you make the committee very large and it has to go to all its members, perhaps it would be a long time before we would get a decision such as the parties to the controversy are entitled to have. That is the reason I suggested two committees, in order to expedite the decisions.

Pres. Reynolds: My idea was to appoint a committee of seven including the Chairman, and subdivide it into Divisions A and B, three members in each Division, the Chairman to have equal jurisdiction over both, and in case of sickness or inability of one of the members he to act as a substitute. The Chairman could assign the cases to either Division as in his judgment was proper, and in the event one Division is overworked and has too much on hand to give prompt attention, the other Division could take it up. In case any member was incapacitated or was ineligible on account of business relations or anything else, the Chairman could then take his place.

F. D. Austin, Chicago, Ill.: I feel

that you would be making a big mistake to have two arbitration committees; I think that one of five members would be better than two separate committees, because if a complainant had a case heard and decided against him he would be apt to think that if the other Committee had heard the case the decision might have been different.

C. E. Rose: I want to commend the idea of a General Committee of Seven subdivided, as the President suggests, for the reason that as you may know, it is a little difficult to get matters before this Committee because they get crowded with work. To divide the Committee into an Eastern and a Western Committee would not keep us all on a common plane. The suggestion doubtless grew out of the fact that a Committee in the West would know more of the conditions locally in the West, and likewise the same would be true of the East; but to my mind the matter of location of the members of the Committee should not be taken into consideration in its personnel, because a general committee would no doubt be sufficiently well informed as to conditions in the country at large, and would be much more desirable. I would state that I have had two experiences with the Arbitration Committee of the Grain Dealers' National Ass'n, and I want to bear testimony to the fairness and conscientious manner with which they go into and settle details in a matter of controversy.

E. M. Wayne: I have had a little experience with arbitration committees; and it occurs to me that one committee would be greatly preferable to two. Mr. Austin remarked that if a case was decided against a complainant by one of two committees he would be apt to think the result would have been different if it had been handled by the other one. It occurs to me that if the proper papers are presented to the entire committee they can make a just and equitable decision in any case. I believe, however, that the National Ass'n should have money enough to conduct its affairs in a

businesslike way, and that the Arbitration Committee should meet at least twice a year, and possibly four times, and decide all these cases in a body at some specified time and place, not pass the papers around. The Illinois Ass'n tried the plan of passing the papers by mail and it was not a success. Get your Arbitration Board together, and in twelve hours they can go over more cases than they could in six months by passing papers around. I believe that the Association should put its foot down and adopt the plan of acting on the cases just as a court does. I do not believe it is the right method to pass the papers around.

S. W. Strong: The custom of the Illinois Board of Arbitration is to meet at some convenient place when the papers are in shape, and then to sit as a court. The papers are read orally, and if any one wants to present oral testimony it is heard; and in an afternoon or evening it will dispose of three or four cases after discussing them pro and con. This plan has worked very satisfactorily, and there has never been an appeal taken from its decisions since I have been Secretary.

Mr. Grimes: The main object that we have had in view in sending these papers to individual members of the Com'ite has been to get their unbiased individual opinions. For instance, if we sent the case separately without comment to each of three members and their opinions are identically the same it would seem to be a very plain case. The Sec'y finding that all agree the case is settled accordingly. No one of the members knows what the other member's decision has been, and thus a unanimous decision is certainly very strong and has a correspondingly powerful effect. If the opinions thus obtained are found not to agree then we come together and debate the case. But if through passing the papers in the way I have described a unanimous verdict is reached the expense of coming together is saved, and besides you have obtained the opinion of each member without his having been influenced



From Left to Right: F. W. Eva, St. Paul, Minn.; S. T. Pease, Memphis; E. R. Gardner, Memphis; A. F. Leonhardt, New Orleans; F. M. Bunch, Chicago; J. A. Waring, Chicago; E. A. Grubbs, Greenville; J. L. Doering, Antwerp, O.; Fred Mayer, Toledo.



by any other member. There is very little expense attached to sending the papers by mail, and we have figured that that was the best plan to ascertain whether we could not reach a decision without subjecting the Ass'n to traveling expenses to get the members of the Committee together at one point. In the case this morning which we took up without having had an opportunity to consider it separately beforehand, we failed to agree; one would argue his point, and the other his; but we finally reached an agreement and a decision.

E. L. Rogers: In the matter of arbitration, as Mr. Strong suggests here, in a State Ass'n where the members are all located in one state, they can very easily get together, and in such a case there is no doubt in my mind but that that is the best way. In our different Boards of Trade and Exchanges we all have our arbitration committees who get together and thresh the matters out which are submitted to them at one meeting perhaps; but the idea of having two committees I certainly am opposed to. It would not do to have an Eastern Committee take up an Eastern case or a Western committee take up a Western case. I should be rather in favor of enlarging the committee to at least five and to have them selected from different sections of the country and then continue the plan of settling cases by mail wherever practicable.

M. Niezer, Prest. Hay Ass'n: I believe that the National Ass'n would make a mistake if it created two arbitration committees. It occurs to me that it ought not to make any difference as to where the cases arise, from what part of the organization, because the decisions I take it, are based on the rules that govern the Arbitration Committee and are founded on equitable principles. It does not seem to me that it should make any difference what part of the country a case comes from.

P. E. Goodrich: I happen to have some experience in the hay Association. There we have five members on the arbitration committee, and I think that number is too many. Of course, the cases grow every year and it takes too long to get around. In making up a committee of seven the chairman will assign the cases just as a Chief Justice does in the supreme court of the United States! I think a similar process could be employed with our committee.

C. C. Miles, Peoria, Ill.: I have had the honor and the onus of holding office as a member of the arbitration committee for the year just ended, and my experience on that committee leads me to say that there would be no advantage in having the committee any larger than it is. We have shown that we can decide the cases, where proper evidence is submitted without any trouble. If the committee were there it would simply take that much more time to get the individual or collective opinions of a larger committee, and no matter who is on the committee, I believe that three members are enough, and that any three members of this Ass'n can decide any and every case that might come before the committee in a fair way provided the proper evidence is submitted.

M. J. Dunlap, O'Fallon, Mo.: I appreciate the kindness of our presiding officer in giving all an opportunity to talk. While this discussion has been going on I have formed about a dozen opinions as to what was best, I have finally concluded that as there have been only six cases for decision in the past year, and

possibly that number may not be exceeded in the near future, that a committee of three is sufficient. I am heartily in favor of making the matter simple by giving opportunity to refer questions of difference in this Ass'n to three good solid business men, but I feel like tendering the sympathies of this convention to our jolly friend, Grimes.

### Leaky Car Reports.

Mr. Blythe: I understand that last year you passed a resolution that all markets be requested to adopt a form of leaky car reports. I would like to offer a resolution that it is the sense of this Ass'n that all markets should put that sort of a report in use.

Sec. Courcier: We followed that up last year and found that practically all the markets had adopted it except New York and Philadelphia; and at our request both of those Exchanges adopted the leaky car report during the current year.

Mr. Blythe: I am out some money because New York did not do that.

Prest. Reynolds: A year ago we adopted a resolution that went so far as to recommend that such report be sent with the account of sales wherever there is a leaky car. The question asked by Mr. Blythe is whether New York has adopted that report, and are they sending out those leaky car reports?

Mr. Forbell, New York: I will state for the benefit of members that New York adopted the leaky car report form some months ago. About two weeks ago the grain committee held a special meeting and had the Chief Inspector before it and asked him what progress was being made with that work. We received a very gratifying report from the Inspector stating that every car of grain that arrived in New York was examined at all parts for leaks and when leaks were found they were carefully entered in the deputy Inspector's book. Then the assignee files a request with the inspection department for special report on that car, which is furnished on the same kind of a blank that is in use in all the markets. That blank is filled out and sent to the shipper attached to the account of sales. That method was adopted previous to June 1st. It has been in operation for several months.

P. E. Goodrich: We had a number of leaky cars in New York on which we did not get a report.

E. L. Rogers: If I understand Mr. Forbell right he says that their inspection department is required to report the condition of cars. In that case he is asking the Inspection Department to perform a physical impossibility for I claim that no inspector can in all cases ascertain whether or not there is a leak in a car. I would like to see this Ass'n go on record as recommending in the strong-

est terms that every terminal market be requested to have not only their inspection department report the condition of the car but also a terminal man when unloading the car. The latter is the time when many leaks are discovered that have not been noticed by the Inspector. The Inspector in all probability opens one door only and car is standing still when he opens the door. If he does not discover a leak due to a spring in the door or something of that kind, he does not notice it. I say it is a physical impossibility for him to discover it. But when the car comes into the elevator or wherever it is unloaded, then the leak can be discovered. I hope that this thing will be agitated still further and every terminal market requested to use unusual discrimination to discover these leaks both by the inspection department and the terminal men.

Mr. Sheldon: The New York market does send out leaky car reports, and we get them from Baltimore; and whether we ask for them or not we get them from Cleveland. Buffalo does not send out any. We notified Buffalo a short time ago that a car was leaking and that they ought to show it, and they replied that they would take the matter up with the Corn Exchange and see if it could not be corrected.

Mr. Brandeis, Louisville: I want to say along the line of Mr. Rogers' remarks that we have found the only way to get an absolute record with regard to leaky cars was from the unloading elevator. It is compulsory in our market for the Inspector if he finds any leaks to note same on his certificate. It is compulsory on the part of the elevator to take a record of every car that comes in as to whether or not it is in good order. If there is any exception to the car it is to be entered on the certificate. Where the certificate has no notice it is taken for granted that there was nothing the matter with the car. The last two years a large percentage of cars have come in out of condition.

C. D. Jones, Memphis: This question of leaking cars is only one of the elements involved in the handling of cars to bring about a system that will make the records from start to finish so clear and definite that when any question of irregularity arises in regard to the shipment of goods the trouble can be located. To this end the Inspector can do his part and the Weighmaster can do his, and together they can get and keep a clear record of each shipment. All certificates of weight from our market are issued by the Chief Weighmaster. There is a cut of a car on the back of the certificate for that purpose. If the condition of the car when it is unloaded is bad a notation to that effect is placed on the certificate, that is, leaking, or whatever the trouble is, and a cross mark is



Automobiles Were Kept Busy When the Ladies Had an Hour to Spare.

placed on that part of the cut on the back of the certificate showing exactly where the leak is. As the result of that system you have the very best of evidence to substantiate any claim against the railroad, because you have reports from two different men as to its condition; the Inspector of the grain while the car still stands on the track, showing it in bad condition, and the weighmaster's certificate showing that it was in bad order when it got to the plant. It does not necessarily follow that every car that was out of condition at the plant would have been reported out of condition on track, for the simple reason, as stated previously, that many cars might have a slight leak which the Weighmaster would never note. If every terminal market would adopt as rigid a system as this there would not be any complaints on the part of shippers, because every certificate would show whether the car was in good or bad order.

Prest. Reynolds: The way that is most successfully carried on is to have a circular with a picture of a car on it on which the point where the leak is can be designated. The number is put on the blank and signed by the party who discovered the leak. I think that ought to be done by both the weighmaster and the inspector. They say it is a lot of trouble. That is all right, but it is a lot of trouble to lose ten bushels of grain out of a car, and a little more trouble to lose twenty bushels, and it pays to know how and where you are losing it. It certainly does work out creditably to the Weighing Depart. which may be charged with giving short weights. I cannot speak in too strong terms recommending to you the passage of a resolution requesting for public inspection and weighing departments to make these reports,

the original to be sent to the shipper of the car.

Mr. Dennis: It is the custom in Cincinnati to furnish the weighmaster with a report as to the leaking of a car so that he may make a record of it, and the receiver also gets the same report.

C. C. Miles, Peoria: This matter of weighing at terminal markets is one that is very easily disposed of. If there is any market in the East or anywhere else that is not giving the weighing of grain the necessary attention so that a shipper can be furnished with all the evidence that he possibly needs as to the condition of car on arrival at that market, and also as to condition of the car when set into an elevator or an industry for unloading, the seal, record or anything further that might be of interest to the shipper, if there is any market in this country that is having any trouble in that respect they might take lessons from Chicago or Peoria. Most of you are familiar with the system they have at Chicago. Peoria I will admit is a small market, but they have followed in the wake of Chicago. These markets have an absolutely satisfactory and complete system of weighing and weight supervision; and any one who ships there can always get information as to where his car was sealed, when it got there, as to whether there were any evidences of leaking or chance of leaking and as to whether there was any real leak. He can also have the satisfaction of knowing that not only did the Weighmaster weigh the grain, but that an employee of the Board of Trade watched him do it in order to see that he made no mistakes. If any other market is in trouble it is a very simple matter for them to get all the lessons they want from these markets.

Mr. Grimes: Last spring I happened

to go through the yards looking for a car that was lost and I noticed a carpenter hard at work patching a car that had shelled corn in it. I also noticed where this car had been switched the corn had been running out of it. That car was patched up very nicely, and the hole entirely covered. The question has arisen in my mind, what is the terminal point going to say about that? It is of just as much importance, gentlemen, to have noted that that car was patched and whether it was patched six months before, or whether it was patched en route at that particular time. There is where most of the leaks occur. I can safely say without fear of contradiction that two-thirds of the leaks in cars are caused by the bumping of cars together.

A. E. Schuyler, Asst Weighmaster, Chicago: During the month of August 3,500 cars that were weighed by our department arrived at the various unloading points leaking. In Chicago when cars arrive at the inspection yards the State Grain Inspectors report to us any leaks they find, but the rough handling occurs after the inspection has been done in the course of switching into the various railroad yards. One of the greatest causes of leakage is due to the gravity tracks, which are used by the various railroads in switching cars. When a car arrives at an unloading elevator in Chicago we have a man on the track floor to examine each car carefully and he records all patches, all evidence of repairs and seal records, and that man also keeps track of the unloading of the grain. We use a car condition blank in reporting to the shipper all leakages. We find, however, that a great many cars are repaired in transit by the railroads and all evidence of the leakage thereby eliminated. For example, a short time ago



The Ladies Were Taken About the City in Private Party Cars; The Men at Side Were Mad because they Could Not Go Along.



we received a shortage complaint of 10,000 pounds in a carload of corn that we were unable to locate, because in tracing up the railroad records we found that the railroad had put in two new grain doors and we furnished the information to the shipper. The railroad promptly paid the claim.

Mr. Dower, Supt. of Weights, St. Louis: Our deputy is the first man to touch the car. He goes ahead of the grain inspector and gets the seal record and also a record of the physical condition of the car; so that our record is the original. We do not have to go to the railroads for any record as to the seals or condition of the car. We have a complete record on our books of the time of the entry of that car into the city, not only on one track but all of the tracks entering St. Louis and East St. Louis. We find that that works out with great satisfaction to the receiver and the shipper and that a great many complaints for shortages are paid by the railroad without any question.

Mr. Blythe: I want to say that you express my ideas better than I could put them myself. A great many of the gentlemen have talked. What I wanted some of the Eastern people to know was that we Missourians and Illinoisans may show them a few things about how to do business. I have a certificate from New York that only tells how much was in the car and what the inspector said it was. I am not satisfied with that sort of inspection.

A. E. Schuyler: One more point I would like to call attention to. The weighmaster from St. Louis spoke about recording the seal record. There are two systems of seals; one is the duplicate system; the other is the consecutive system. The consecutive system consists of seals of the same identification mark, so that if a car arrives in a certain yard to-day and is inspected, it is resealed we will say with seal No. 65. To-morrow some one comes along and breaks open that car and possibly takes out five or ten bushels; the railroad sealer comes along and puts on a seal No. 65 again. The next day it may be broken again, and the following day the sealer will reseat the car with No. 65, so that the record will show that seal No. 65 was on after inspection and that the car still had on the door seal No. 65 when the car was delivered to the unloading elevator. We have tried to get the railroads to do away with the system of duplicate seals, and we have been successful in some instances; but for the most part the railroads do not like to make a change on

account of the enormous expense involved.

Mr. E. M. Wayne: I would like to ask Mr. Schuyler and any other gentleman here who is attending to the weighing and inspection, if they can answer Mr. Grimes' question in regard to the patching of cars in transit. It is an important thing, and there is no way that a fellow can trace the car or the patching of the car as I can see. Do I understand that the railroad company keeps a record of every time they patch a car?

Mr. Schuyler: Yes, every time the railroad makes a repair of a car they make a record of it.

Mr. Wayne: Has any individual access to that record?

Mr. Schuyler: No, sir; some roads will not allow any one to look at their records; but if we find any evidence of repairs when it is delivered to the unloading elevator we make a complete record of the repairs.

Mr. C. C. Miles: It occurs to me that the Ass'n might go on record here as being in favor of asking the railroad companies when they make repairs in transit to stencil the car, giving the date of the repair; in that way if there had been a repair made on the car it would be indicated when it was made, and whether or not it was during the time of transit, and it would show what had been done. Something of that kind might be brot to the attention of the railroads so that people would have some clew as to repairs in transit.

E. L. Rogers offered a resolution on leaky cars and requested that it be referred to the Committee on Resolutions.

Mr. Grimes: I would like to add to that perhaps an important point, that a committee of three be appointed by the chair, Mr. Schuyler to be one of said committee, to formulate some plan that may be presented for adoption here to submit in connection with this resolution; because if we just adopt that plain resolution without some definite provision for carrying it into effect they might get up half a dozen or a dozen different kinds of seals and we would be as badly off as before. I will offer that as an amendment to the resolution, with Mr. Rogers' consent.

Mr. Rogers: I consent.

The question was taken on the reference of the resolution to a special committee to formulate a plan of carrying out the end in view, and the same carried.

Prest. Reynolds: I will appoint on that committee Messrs. Schuyler, Blythe and Wayne. We will now hear the re-

port of the Committee on Crop Reports, Mr. Grimes, Chairman. I think this is a very important subject.

Mr. Grimes, after a few words of explanation in regard to his two chairmanships, read the following report of the Comite on Crop Reports:

#### Report of Crop Reports Committee.

The vast improvement attained by the Department of Agriculture in the gathering of crop reports in the past five years has been something phenomenal.

When we say that this improvement has been largely brot about by the efforts of the Grain Dealers National Ass'n we are not at all giving less credit to the energy displayed on the part of the Department at Washington. This Ass'n several years ago took up the matter of crop reports through its different committees with the Agricultural Department in many different ways, and succeeded in interesting the Department in such a manner that it has from time to time increased its force of statisticians until at the present time we can say that the reports from the Agricultural Department are as nearly perfect as it is possible for it to gather with the limited appropriations at its command for this purpose.

The Department has been very much handicapped in the past by the lack of sufficient appropriations to carry on the work of gathering statistics. We are very glad to state that through the efforts put forth by this Ass'n that each year the appropriations have been increased until now the Department is enabled not only to gather the statistics of cereals but also of the grasses of the country. Through the efforts of the National Hay Ass'n, assisted by the Grain Dealers National Ass'n, it has added a statistical department of the grasses, which is very largely to the interest of the grain and hay dealer where he handles the two products, and is also of vast importance to the farming community. Each year shows an improvement such as is very pleasing to the officials of the Department and also to all those who are interested.

Reports were a joke: Not longer than six years ago these government reports were considered a joke; and it is presumed that the foundation for such an impression was the fact that private statisticians employed by grain men over the country and the government reports were so widely different, and the natural presumption was that since the private parties were very vitally interested in the correctness of the reports prepared by them that therefore their reports should be more relied upon; but it is an acknowledged fact that within the past two or three years the reports of the private statisticians and of the Agricultural Department statisticians have been almost identical, showing that the results of each being so nearly alike both must be pretty nearly correct.

Your Committee, therefore, respectfully recommend to this Ass'n the adoption of a resolution of thanks to the Agricultural Department at Washington testifying to the energy and intelligence displayed in the securing and compilation of data which is so valuable to the trade and to the farming community in general as the excellent reports that we are receiving from the Government monthly.

Mr. Grimes: I move that the report be adopted.



A Few of the Dealers Just Before Departing for the Brewery: After their Return it Was Impossible to Get Fotograf of Them—Too Dark.

Mr. Rogers: Should not the recommendations in that report be referred to the Committee on Resolutions? If Mr. Grimes will consent I will add that as an amendment.

Amendment accepted and motion carried as amended.

Prest. Reynolds: We will next listen to the report of the Committee on Confirmation Blank, Mr. John M. Dennis, Chairman.

Mr. Dennis read the following report:

## Report Confirmation Blank Committee.

The Grain Dealers National Ass'n at its last annual meeting in Cincinnati adopted a uniform confirmation blank, that for simplicity and completeness, we trust must commend itself to every member of this Ass'n. This, however, is not going quite far enough, as the best endorsement that this confirmation blank can receive will be its prompt and general use by the grain trade.

In the handling of the grain business there are seldom disputes except those appertaining to the exact terms and conditions of the purchase or sale of grain. These disputes are often the result of lapse of memory or an honest difference of opinion as to the terms of a transaction. By the use of this simple form of confirmation, as adopted by our Ass'n, and by the prompt joint confirmation of transactions, it strikes us that much trouble can be avoided in the future. This Ass'n did not adopt this standard form without most thoro investigation, and we earnestly urge all of our members to show their appreciation by using the official form of confirmation.

Prest. Reynolds: One of the remarkable facts that we must consider in reviewing the progress of this country during the past one hundred years is that very little was known a hundred years ago about the resources of this country. Fifty years ago, in fact, little was known, and not until twenty-five years ago we may say did they begin to awaken a lit-

tle to the fact that we have here a great country; but only a few years after a true conception of the magnificent resources of our country had dawned upon us did we recognize that these resources vast as they are may be exhausted by profligate use and profligate destruction.

We are very peculiarly favored to-day by having a representative of the Conservation Commission present in the person of Mr. Kellogg of Washington, who will address us on this subject. I am sure that we all appreciate the opportunity of listening to him.

Mr. Kellogg addressed the convention and in part said:

## The Conservation of Natural Resources.

We have two great classes of natural resources; irreplaceable or exhaustible resources, and replaceable or not necessarily exhaustible resources. Mineral resources belong to the former; soil fertility, forests, water, to the latter. Take the coal or iron out the ground and nothing but an empty hole remains. Cut down a tree and another may grow to take its place. We must husband our exhaustible resources and make them go as far as possible. We must carefully utilize and perpetuate our replaceable resources.

We have in the United States nearly 6 million farms, averaging something less than 160 acres each, and yet but 21 per cent of our land area is in improved farms and but 16 per cent of it is cropped yearly. We raise nearly 60 million acres of wheat annually and the average crop for the past 40 years has been less than 13 bus. per acre. The average wheat crop in England is over 31 bus. per acre. We cultivate almost 100 million acres of corn yearly, with an average yield of only 25 bus. per acre and 29 million acres of oats yielding less than 31 bus. per acre. Our 30 million acres of cotton sometimes produce 13 million bales, but the average crop is less than two-fifths of a bale per acre.

Soil fertility, where lost, can and must be brot back. Rotation, leguminous crops, deep ploughing, manure, fertilizers, moisture conservation by suitable methods of cultivation, checking of erosion,—these will increase our yield of farm crops. Because they must be farmed more intensively, the Eastern States, with their so-called worn out soils are in some cases producing more heavily than the newer fields of the West. Maryland raises more corn per acre than Illinois. Pennsylvania has a greater average wheat yield than Minnesota and Vermont gets more oats from an acre than does Iowa.

These are some of the things which were considered at the White House Conference of Governors and distinguished citizens May 13-14-15, and the first comprehensive plans for the perpetuation of all our natural resources will date from that memorable gathering. Upon the unanimous recommendation of the Conference, the President appointed the National Conservation Commission, consisting of 50 Senators, Representatives, scientists and private citizens.

Prest. Reynolds: Gentlemen, I think you will all agree with me that about two-thirds of the fellows that went out of here missed a great treat. If it can be impressed upon everybody that comes to a convention that the greatest benefit to them individually will be gotten by attending the sessions regularly when they come, and if they can be convinced that the people who have prepared the program and have expended a great deal of time and thot in the endeavor to give those who attend the best things available at that time, our conventions would be of a great deal more benefit when held.

E. L. Rogers, Phila. Pa.: Mr. President, I move that a vote of thanks be tendered to the gentleman who has favored us with this excellent address.

Carried.

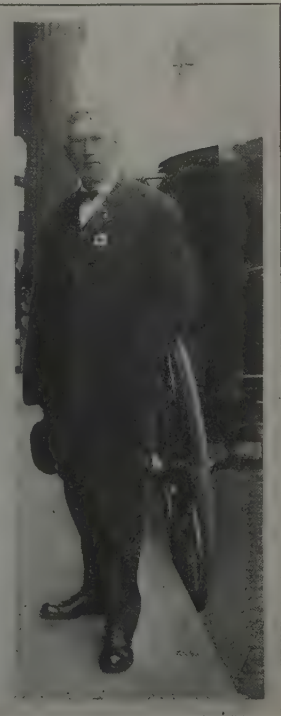
Adjourned to 9:30 a. m., Friday, October 16.



F. E. Marshall, Philadelphia.  
Author "Natural Shrinkage in Transit."



The Largest and Smallest Delegates—  
Arthur Sawers, Jr., and Eddie Culver of  
Toledo.



The Only Oklahoma Delegate  
—H. C. Clark, Oklahoma City.



## FRIDAY MORNING'S SESSION

On Friday morning the dealers were called to order by Prest. Reynolds at 10 a. m.

Prest. Reynolds: We will open this morning's session with a report of the Auditing Committee.

Chairman F. D. Austin reported the Treasurer's report correct as read. The report was accepted and placed on file.

Prest. Reynolds: We will have now the report of the Committee on Grain and Mill-feed Ass'n. Mr. M. F. Baringer, Chairman, Phila., Pa. Mr. Baringer not being present, the following report of the com'te was read by the Secretary:

### Report of Comite on Mill Feed.

Your Committee on Grain and Mill Feed was not without hope that it would be able to submit to the Convention a few suggestions as to changes in trade rules, under which the Grain Dealers National Ass'n. would become an attractive organization for the handlers of mill feed as well as of grain; but early this year there was organized a National Feed Dealers Ass'n, largely on the lines of the G. D. N. A., and dealers who otherwise would probably have affiliated with the G. D. N. A. felt that possibly better results for them would be obtained in a separate Ass'n. It was decided by your Committee that any movement toward the end we had in view would probably be futile, and we abandoned our efforts.

For this reason we can report no progress whatever, and, in line with correspondence early in the year, we ask that this Committee be discharged.

On motion, the report was adopted.

The Secretary read the following telegram:

New Orleans, La., Oct. 15, 1908.  
John F. Courcier, Secy.  
Southern Hotel, St. Louis, Mo.  
Sickness compels my absence. The City of New Orleans and its people invite your Ass'n here for your next annual Convention. Nothing will be left undone to make it the most successful on record. Plenty of business, pleasure and good things at little cost. Come and accept our southern hospitality. With success,  
Harry W. Benedict.

Prest. Reynolds: Gentlemen, it has been said that if you give the people time to form their opinion on matters they will generally get right on almost every public question. I think that is true, but the trouble that I have noticed in the matter is that with some questions if you give people time enough to get right they may go wrong half a dozen times or more before they finally get right, but in the meantime the public has suffered by reason of not getting right. There is in the country to-day a very strong feeling that trading in grain for future delivery is a menace to the interests of the grain trade of the country. There are people who have tried very strongly to make it appear that it is a great detriment to the producer. This question is wholly a matter of education, and we must look to the people who are able to educate. Education cannot be disseminated except by teachers. We therefore look to the people best qualified to educate in this line, and we are fortunate in having with us today Mr. H. N. Sager, President of the Chicago Board of Trade, who will address you on trading in grain for future delivery.

Mr. Sager: I shall crave your indulgence this morning if in considering the question allotted to me I follow somewhat closely my notes, as, contrary to my usual custom, I have reduced to writing what I have to say on this subject, mostly because I wish to quote from several court decisions, from a National Commission, from the President of the

United States and from several United States senators. I think their views on this important question should have great weight, and I therefore naturally wish to quote these gentlemen and these tribunals exactly. Therefore, if I follow my notes rather closely you will perhaps pardon me.

### Trading in Grain for Future Delivery.

Mr. Chairman and Members of the National Ass'n. Gentlemen:

It is indeed appropriate that this, the twelfth annual convention of the Grain Dealers National Ass'n. of America, an organization representing the producers, the shippers and the buyers of grain of these entire United States, should be held in this magnificent city, in this great market, located in the very center of the greatest grain producing valleys of our country. It is eminently fitting that in this important gateway of commerce, through which from North to South flows the greatest waterway of this Continent, and through which from West to East the iron horse carries the bread of our prairies to the artisans of our factories; that here the grain merchant of the North and South, of the East and West, should meet and in a spirit of fraternal co-operation consider the important questions affecting the great industry we represent; assist in the conservation and upbuilding of our Nation's commerce, and justify by our words and deeds the trust reposed in us by the great Ass'n whose delegates to this convention we are.

Our lines have indeed fallen in pleasant places in this beautiful city, representing alike the culture and the hospitality of the South, the energy and determination of the North. Scarcely more than one hundred years ago, where we now sit the wigwam and campfire were the evidences of man's advancement, the canoe the only means of transportation. To-day countless temples of commerce and art lift their proud domes in the glittering sunlight, palatial steamers ply the inland waters, and by cords of steel man has linked together the Western and Eastern banks of the "Father of Waters."

What caused this wonderful advance? What magician's wand effected such great changes? MAN'S FAITH IN THE FUTURE AS THE INSPIRATION FOR HIS ACTS OF THE PRESENT. Every phase of human activity is based upon future expectation, future possibility, future results. In literature, education, art, science, the necessities of and anticipations of the future largely influence and control the efforts of the present. This is pre-eminently true of commerce, and particularly so of that honorable branch of commerce in which we are engaged, i. e., the distribution of food products not only throughout our own country but also in foreign lands.

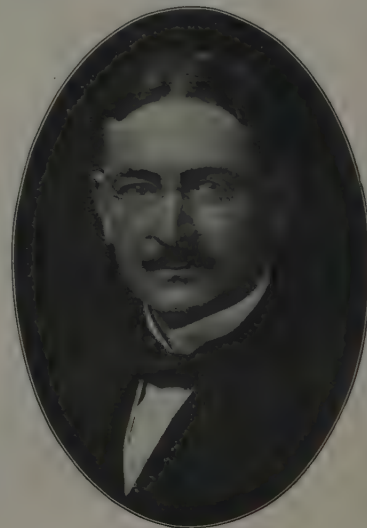
Your President has invited me to speak to you on the subject of "Trading in Grain for Future Delivery," and I esteem it at once a pleasure and a privilege to address you on so important a question—one that should interest every citizen of this country, since it affects the price of his daily bread. The time was when dealing in farm produce was simply a spot or cash transaction, when the requirements of the neighboring village were supplied from the adjoining farms, and commerce was merely a local exchange of commodities; BUT THE WORLD MOVES. To-day the farmer of Nebraska feeds the artisan of England; the wheat of Minnesota furnishes the loaf to the tradesmen of Berlin. The granaries of the old world will scarcely hold the constant stream of golden grain annually poured forth from the Western land of plenty.

Anything that affects this great business is of vital importance; anything that affects it to the advantage of all concerned is of great public benefit. It has been said that man is blessed who causes two blades to grow where but one grew before. I say any institution that by reason of its activities, or any commercial custom that by its practice, enhances the value of his product to the producer, and at the same time and without injury to the producer lowers the cost of food to the consumer, performs a public service and should be commended and encouraged. Trading in grain for future delivery does this very thing. It is an outgrowth of our enlarged commerce; it is a useful and beneficent evolution of modern

business; it is one of the economies of modern methods; it is as necessary to the prudent merchant in eliminating unnecessary risks in merchandising grain, as modern machinery is to the practical farmer in raising grain. It is a well-known business principle that profits should be in proportion to the risks taken; or, to state the converse, as risks are eliminated, profits will be reduced. That is to say, whatever in the merchandising of our crops reduces the risk to the middleman (the grain merchant) leaves something to be divided between the producer and the consumer; i. e., enables the merchant to work on a closer margin of profit, and thus results in higher prices paid to the farmer and lower cost of bread to the consumer—a benefit to both—an injury to neither.

When grain immediately after harvest is moving freely to market, the buyer must of necessity either protect himself against a possible decline in values by purchasing on a very wide margin of profit, or else insure himself against loss by at the same time selling the grain for either immediate or future delivery. It is practically impossible to sell all the enormous amounts of grain as bought for immediate delivery, so the purchases must be protected, or "hedged" by sales for future delivery, or else the farmer must be taxed through lower prices for the risk the buyer runs in carrying "unhedged" grain through long periods of changing values. The system of selling for future delivery has been very generally adopted; and as a result, grain is probably handled by the merchants distributing it at a lower per cent upon its value than any other important article of commerce. I believe I am not far wrong in stating that the average profit to the grain merchant for distributing the grain crops of this country does not exceed one per cent upon present grain values. Compare this with the per cent of profit exacted upon other articles of commerce, where the system of eliminating risk by future trading does not prevail. The system of trading for future delivery is as necessary and as economical to the consumer as to the grain merchant, and is quite generally followed by millers and other large consumers, who buy grain heavily in excess of immediate requirements at the time grain is moving to market and supplies can be secured. They at the same time insure themselves against loss in the event of a decline in values by making hedging sales against their holdings. These operations result in a constant and open market for the farmer the year around, based upon world-wide conditions of supply and demand, instead of upon mere local requirements.

In this connection I wish to quote from the report of the Industrial Commission appointed by the United States Government in 1898 to investigate the effects of speculation on the value of farm products. This Commission was comprised of five United States Senators, five Representatives, and nine other leading men of the country. Senator Kyle of South Dakota was Chair-



John M. Dennis, Baltimore.  
Chairman Information Blank Com'te.

man. The Commission reported in part as follows:

"Why has commercial distribution in the United States become so largely identified with the speculative class of trading capitalists? The answer is that it has been found best for the producing and consuming interests of the community that the risks of distribution should be localized in a separate commercial class whose members are in a position to inform themselves as to all the factors—past, present and prospective—affecting the future course of prices. If the risks of distribution fell upon the farmer, it would increase materially the risks of capital required and thus raise the rate of interest he should have to pay as producer, because increased risks always raise the rate of interest. This would increase the cost of production and would consequently tend to reduce consumption by rise of price to consumers.

"Such rise of price beyond a certain point would reduce the volume of trade. If consumers assumed the risk of distribution, there would be very inadequate provision for the future. Irregular supply of subsistence soon breaks down the economic efficiency of consumers, besides impairing their regular consuming capacity as customers of the producer. Hence the community—producers, traders and consumers—all suffer together. Producers and consumers together, without the speculative mechanism at work, would have to divide the risks of distribution between them. Neither of these interests is prepared to do this."

Be it remembered that Boards of Trade or Grain Exchanges do not as corporations buy or sell commodities. They are merely meeting places where buyers and sellers congregate for the purchase and sale of grain and provisions, and their indispensable function is to fix and enforce the rules for such buyers and sellers. The primary objects of establishing and maintaining Boards of Trade or Grain Exchanges are to bring together the buyers and sellers of farm products in the interest of fairness and equity, to facilitate the marketing of grain and provisions, and to provide the means for the distribution of such products to the consumer in different sections of the country and in different parts of the world. The aims and purposes, then, of such associations are to promote uniformity in the customs and usages of merchants; to inculcate principles of justice and equity in trade by correcting and eliminating abuses in buying, selling, handling, inspecting, weighing and transporting of grain; to facilitate the speedy adjustment of business disputes and to acquire and disseminate valuable commercial and economic information. The legitimate produce exchanges,

which are merely meeting places where buyers and sellers congregate to transact their business, perform a vast and beneficial labor for the producer. As an intermediary between the grower and consumer, these Exchanges accomplish an enormous saving to both, as is clearly brought out by the experience of those countries which have attempted to prohibit, by legislative enactment, the buying and selling of grain and other produce for future delivery on the legitimate established Exchanges.

The conditions existing in countries having no produce exchanges or speculative markets are extremely unfavorable. For example, take Russia. There are no speculative markets in that country, and at times wheat rots in one section while people starve in the next. Those who have thought out the subject most thoroughly have found, in the buying and selling for future delivery on boards of trade the solution for the proper concentration and distribution of surplus supplies at right times and places, for such buying and selling insure the farmer an open market at all times, and are the basis upon which rests his ability instantly to sell his grain and to sell it at prices quoted on these legitimate Exchanges, which prices are established by supply and demand, crop prospects, and other normal factors.

During the past year the Argentine Republic, our young lusty competitor in the great service of feeding the world, realizing from experience how greatly her farmers had suffered from the lack of open competitive buying and selling of grain for future delivery, has established in Buenos Ayres an Exchange for the express purpose of assisting in the development of her rapidly growing grain trade and to enable her farmers and exporters more successfully to compete with the United States in the world's markets.

The criticism is sometimes advanced that the operations of the grain Exchanges are immoderately speculative and therefore injurious. It may be answered that while such an over-trading on the amount of actual product handled is undoubtedly great, necessity demands that such speculative activity exist. In the few months succeeding the grain harvest the country sends to market the requirements of consumption for a long period; an enormous surplus is stored in sight. Somebody must carry this load. Two classes do this: First, the farmers carry a large part of the crop for varying periods; second, the skilled judges of values on the various Exchanges and their following carry that part which the farmers do not choose to hold. If such a custom did not exist, we should be confronted annually with two hurtful extremes of value. First, immedi-

ately succeeding the harvest prices would, in the face of a present over-supply, fall to values below the cost of profitable production; later, however, just before the following harvest, supplies would be exhausted, an eager consumptive demand would then find no adequate supply, and as a result values would leap upward to figures distressing to the poor and burdensome to the rich. Consequently, speculation, merely another name for the act of adjusting supplies to requirements, gradually bringing prices, as it does, from one condition to meet another, is of the utmost importance. Speculation, then, is a natural and legitimate outgrowth of the great system that has been perfected for the marketing of our crops. It is a moderator, checking the greed of holders and placing a firm hand of restraint upon the exactions of buyers. It broadens the market; it makes world conditions the measure of values; it preserves an equilibrium that could be maintained through no other agency, and as carried on under legal restrictions and in accordance with the regulations of the Exchanges, it is a factor conducive to the general welfare. The grain Exchanges and the systems of buying and selling grain for future delivery are a benefit to the farmer, the grain buyer, the miller, the exporter and the entire community. A writer recently, in referring to the matter, said:

"The United States is the greatest surplus producing wheat, corn and oats country in the world. The bulk of the marketable portion of these vast crops is sold by the farmers within a comparatively short period after harvest, and is bought by the warehousemen (big and little) and stored in elevators at terminal markets or in country warehouses and cribs along the lines of various railways, pending the time when it will be needed for consumption or export. These initial buyers, however, rarely want to own the property outright, but make a practice of selling it as purchased from day to day for future delivery on a Board of Trade or some commercial Exchange. As stocks accumulate, the volume of these sales reaches enormous proportions, and right here speculation performs its part by providing buyers; and, according to the number of buyers in the market and the competition between them, values are determined. An order to buy sent to a member of any commercial Exchange at once becomes a factor in the market—a price maker. The broker goes upon the Exchange and seeks a seller, mind meets mind, a contract is made enforceable under the law—just as bona fide a transaction as buying a carload of lumber. And upon the volume of this class of buying depends the price, more than upon actual supply and demand conditions, at least ten

## Part of the New Directory



A. G. Tyng, Peoria; A. R. Sawers, Chicago; J. W. McCord, Columbus, O.; A. E. Reynolds, Crawfordsville, Ind.; John F. Courcier, Toledo, O.; T. A. Morrisson, Kokomo, Ind.; G. L. Graham, St. Louis; L. A. M. orey, New York.



months out of the twelve. The Grain Exchange, therefore, is a huge piece of time-and-labor saving machinery. Its benefits are universal in their spread."

In spite of these facts, over-zealous and misinformed legislators have introduced in the United States Congress bills intended to so control and restrict the sale of grain provisions, cotton, etc., as will result in destroying our present methods of marketing our crops. The proposed laws, if passed, will make it a crime for any man to sell or offer to sell grain, provisions, or cotton for future delivery unless he has at the time the grain, provisions, or cotton in his possession, or is growing it on his farm or plantation. Such legislation will close the great grain and cotton Exchanges of the country, will drive all speculative buying and selling to the European Boards of Trade, and will deprive our farmers, livestock raisers and cotton planters of the immense advantages of the broad, open competitive markets now afforded by the Exchanges, where millers, exporters, speculators and grain shippers are all bidding against each other. If trading in grain for future delivery is abolished, or so restricted as to prevent speculative selling and buying, the grain crops of the country will then be sold as potatoes, hay, apples and tobacco now are sold. There will be no speculative buyer to absorb the enormous quantities of grain pressed on the markets after harvest and carry same until demand has overtaken supply, and then grain, like hay and potatoes, will sell at ruinous prices when freely pressed on the market. The miller and exporter will have the farmer at their mercy.

Germany tried it in 1896. The chief provision of the German law was the abolition of buying and selling agricultural produce for future delivery. The result was disastrous. There were no grain markets. The produce section of the Bourse was abandoned. There was no reliable information as to values or prices. In villages ten miles apart the prices would vary tremendously. The seller was at the mercy of the buyer, and yet the buyer was justified in exacting an enormous margin of profit, as he assumed unusual risks. He, too, had no ready market to sell in or reliable quotations to guide him. The entire country suffered severely, all business was affected, particularly the farmer's, until the Minister of Commerce opened negotiations for a return to the old methods, and the Produce Bourse was reopened in April, 1900. Can we not profit by Germany's costly experience?

During the reign of Edward VI. of England, in the sixteenth century, it was enacted by statutes that "whosoever shall buy corn or grain with intent to sell it again, shall be reputed an unlawful engrosser, and shall for the first fault suffer two months imprisonment and forfeit the value of the corn; for the second offense suffer six months imprisonment and forfeit double the value; for the third be set in the pillory and suffer imprisonment during the King's pleasure and forfeit all his goods and chattels. As late as the year 1848 a man by the name of Rusby was indicted under the common law of England and convicted of the crime of regrating; that is, selling a quantity of corn in the same market in which he had purchased it, at an advance in price.

Compare the above absurd efforts of the German and English governments to restrict speculative dealing in grain with the deliberate judgment of the Supreme Court of the United States. In the decision of May 8, 1905, giving a sweeping verdict in favor of the Chicago Board of Trade, the Supreme Court said:

"This character of commerce is, in the first place, a great market, where through its eighteen hundred members is transacted a large part of the grain and provision business of the world. Of course in a modern market contracts are not confined to sales for immediate delivery. Speculators will endeavor to forecast the future and to make agreements according to their prophecy. Speculation of this kind by competent men is the self-adjustment of society to the probable. Its value is well known as a means of avoiding or mitigating catastrophic fluctuations in prices and providing for periods of want. It is true that the success of the strong induces imitation by the weak, and that incompetent persons bring themselves to ruin by undertaking to speculate in their turn. But legislatures and courts generally have recognized that the natural evolutions of a complex society are to be touched only with a very cautious hand, and that such coarse attempts at a remedy for the waste incident to every social function as a simple prohibition and laws to stop its being are harmful and vain."

Also, Judge Grosscup of the United

States Federal Court, giving a decision in a case (88 Fed. 865) relating to the legitimate established boards of trade, said: "They balance like the governor of an engine the otherwise erratic course of prices. They focus intelligence from all lands and the prospects for the whole year by bringing together minds trained to weigh such intelligence and to forecast the prospects. They tend to steady the markets more nearly to their right level than if left to chance and unhindered manipulation."

In 1892, in the United States Senate, Senator Vest of Missouri, who so long and so ably represented this great commonwealth in the Congress, speaking against similar proposed legislation known as the Washburn bill, said: "I have examined it very thoroughly again and again, and I have been unable to come to any other conclusion than that this measure is one of the most pernicious which has come before the Congress of the United States during my fourteen years of public service. Speaking



Maurice Niezer, Monroeville, Ind.  
"Relations Nat'l Hay & Grain Dealers Ass'n."

from my own standpoint, and for myself alone, I would be compelled to give up every conviction I entertain as to the structure of our government before I could give my sanction to this bill. I would rather explain my vote in every township of Missouri from now until the November election than to put myself on record in favor of a bill about the unconstitutionality and the vicious tendency of which I have not the slightest doubt."

Senator Orville M. Platt, of Connecticut, speaking against the same bill, said: "I believe the principle which is contended for by the advocates of this bill is the most dangerous principle to the Republic and to the states which within my experience in the Senate has ever been announced. I will go further: I believe, if the principle announced here is adopted and sustained by the Supreme Court, that from that day we may date the decline and ruin of the Republic."

Senator Edward D. White of Louisiana (now a member of the Supreme Court), also speaking against the proposed Washburn bill in 1892, said: "In my judgment there has been before the American Congress for many years no more pernicious, no more vicious, no more flagrantly unconstitutional legislation, no legislation more tending to undermine and destroy the very foundations of our government, and none more calculated to do untold and untellable harm to the people of this great country. The interests which this proposed legislation affects are enormous. The products, the price or sale of which the bill attempts to regulate, run up into vast proportions. My judgment is that if the bill passes, the necessary effect will be to reduce the prices obtained by the producers of the country to a considerable degree upon this great sum."

I am here to defend and uphold legitimate buying and selling grain for future delivery, and I am here to denounce and to condemn gambling upon the possible chang-

ing values of grain, betting upon the fluctuations in prices of grain. There is legitimate, desirable and useful speculation, through the actual bona fide purchase and sales of grain, as conducted upon our reputable Exchange, and there is in the gambling houses, called in common parlance "bucket shops," illegitimate, injurious, iniquitous gambling upon the fluctuations in prices, as recorded upon the reputable exchanges.

Mr. Isaac F. Marcossou describes "the bucket shops in the following words: "The bucket shop is the race track of the speculative game, and the operator takes the place of the bookmaker. He bets against the people who entrust their money to him. . . . It is this kind of gambling that has wrought widespread ruin, sorrow and disgrace. The court records everywhere are filled with the stories of men who started on their downward career by losing their savings or other people's money in bucket shops."

Judge Jordan of the Supreme Court of Indiana, in the case of Indiana et al. versus Bill (143 Ind. 136), said: "The mischief and evil consequences resulting to the state from the operation of the bucket shop are almost beyond computation. It ought to be outlawed by statute, as its existence is a menace to society; its operations immoral, contrary to public policy and illegal."

A writer in an article addressed to the members of the Legislature of the State of Missouri for the purpose of inducing them to enact anti-bucket shop legislation, said: "A bucket shop is a place wherein are posted, as they occur, the fluctuating prices of grains, provisions and stocks in the great Exchanges at the leading commercial centers. Under the guise of a contract to buy or sell one of these commodities, the proprietor of the 'shop' will wager any comer that the price will advance before it declines, or will decline before it advances, to a certain named point. Neither party 'buys' anything. Neither party 'sells' anything. The decision of the wager hangs upon a quotation which is made by men engaged in actual trade, perhaps five hundred or a thousand miles distant, with which the bettors have nothing to do, and upon which their wager exerted no influence."

If our legislators desire to stop gambling upon grain values, they should proceed to completely inform themselves concerning the vicious, injurious and immoral practices of the bucket shops, and enact such legislation as will rid the country of this great curse.

President Roosevelt in a recent message to Congress voiced the sentiment of every member of the legitimate Exchanges of the country when he said: "The great bulk of the business transacted on the Exchanges is not only legitimate, but is necessary to the working of our modern industrial system, and extreme care would have to be taken not to interfere with the business in doing away with the bucket-shop type of operations."

Prent. Reynolds: For many years past there has been a friendly conflict waged in this country for supremacy in commercial lines between the bushel of corn and the bale of hay; and in order that this conflict may continue on friendly lines we have striven in this Ass'n as well as in the National Hay Ass'n to maintain a friendly and co-operative understanding between the two associations. I am glad that we have with us today Mr. Niezer, President of the National Hay Ass'n, who will address you on the relations of the Hay and Grain Ass'ns.

Mr. Niezer read a paper, from which we take the following:

### Relations of National Hay and Grain Ass'ns.

Mr. President, Ladies and Gentlemen: The relations of National Hay and Grain Ass'ns are necessarily very close, seventy-five percent of the members of the National Hay Ass'n are engaged in the handling and shipping of grain, and a large percent of them are members of the Grain Dealers National Ass'n. The two associations are vitally interested in the same problems, and their objects are identical.

Both associations are working to bring about the same reforms in business methods and they should go hand in hand in the work for higher business standards. Both should work together on all propositions affecting both the hay and grain interests of this country. The saying is still true "In union there is strength,"

and our two associations working together, for the needed reforms, and directing their force along wise and conservative lines will surely accomplish substantial and beneficial results.

Associations of business men such as the Grain Dealers National Ass'n are a good thing so long as their objects are worthy and their policies are broad and liberal. They are a bad thing when their objects and aims become narrow and selfish. It is truthfully said and the saying will apply to associations of business men: "Man's success is measured by what he takes out of the world, but rather by what he puts into the world."

I believe I state a fact when I say that the Grain Dealers National Ass'n has put a great deal of good into the world and that it has a secure position in the commercial life of this country. It has raised the standards of business; it has within its membership honest, upright and intelligent business men, who by associating themselves together have lifted the grain business to a higher plane of integrity than it had before its organization.

The Grain Dealers National Ass'n welcomes to its membership those who are willing to use honest methods in dealings with their fellow-men, and if it should do no more than establish honest standards and instill in its members the principal of absolute honesty in business, it will have sufficient reasons for its existence.

Many vexing problems are continually confronting the man engaged in the grain or hay business. His path is beset with trials and disappointments and he is prone to shift the responsibility.

What steps have we taken looking to a reform in the grading of hay and grain in the various markets? This is vital to the grain and hay interests of this country and some definite step looking to more uniform grading should be taken immediately. A fair equitable solution of the question of uniform grades will relieve the grain and hay business of a part at least of the unnecessary burdens that it is now carrying. We should meet this problem as business men, having in mind at all times the shippers interest as well as the receivers, for if we would make our associations powerful and beneficial to our members, we must enact reforms which will distribute the burdens as well as the benefits to all.

The Grain and Hay Interests of this country will be better served by a system of uniform grading in all the markets. Why delay action on so an important a matter?

Prest. Reynolds: Gentlemen, I know that you all have it in your hearts to tender a vote of thanks to the National Hay Association for their kindly feeling toward us.

Mr. Grimes: I move, Mr. President, that all resolutions coming before this body be brot here by the proper committee.

The motion was put and carried that all resolutions be referred to the Resolutions Committee.

## Uniform Inspection Rules.

Prest. Reynolds: Your Board of Directors heard Mr. Culver's paper at their meeting on Tuesday night, and decided that they would like to have the Grades of Grain, as proposed by the Inspectors' National Ass'n, printed so that they could be put in the hands of each delegate. As soon as Mr. Culver finishes reading his paper these proposed grading rules will be distributed. I hope you will all wait and get them.

I now have the pleasure of introducing Mr. E. H. Culver, President of the Chief Grain Inspectors' National Ass'n.

Mr. Culver then proceeded with his paper, after which he read the proposed rules, printed copies of which were distributed to all present.

## Uniform Rules for Grading Grain.

The history of the uniform grade movement, taken from the records of the Grain Dealers National Ass'n, shows the subject of uniform inspection was first considered by that organization at its second meeting, in 1897. The real father of the suggestion was Mr. E. H. Noble, Chief Grain Inspector for the city of Chicago.

At the third annual meeting at the Beach

Hotel, Chicago, Nov. 2nd, 1898, a paper on Uniform Rules for the grading of grain was presented and the following resolution adopted:

"Whereas, As the different cereals in our markets in the United States vary so widely that it is almost impossible to tell by the inspection at one market on any kind of grain what the same class of grain will grade in some of the other markets, Be it

RESOLVED, That it is the sense of the members of the Grain Dealers National Ass'n that we favor inspection rules that will be nearer a uniform and equal basis than at present, and inspection rules that will be more explicit, and go more into details than some of the present rules."

At the fourth annual meeting, held at the Grand Pacific Hotel, in Oct., 1899, President McCray in his address said, "We should discuss plans and adopt a measure which would lead to uniform grading in all markets."

At the sixth annual meeting, Mr. J. L. McCaul of Minneapolis, in his response to an address of welcome, said: "We owe it to ourselves to establish a system of weights and measures through the United States, at once, fair and just to producer, merchant and consumer."

President Lockwood in his address at that meeting said: "More uniform rules and grading of grain in central markets is a much desired reform, and to that end we have been instructed through the terminal markets to be present and to furnish us with type-samples of their different kinds and grades of grain, and from these men we hope to gather much valuable information. May this prove the beginning of a movement along the line of uniform grading."

"The National Association should bring all its influence to bear upon the matter of inspection and see to it that inspection of grain in different markets is brot to a higher standard of perfection than is now in vogue in many markets. Inspection of grain when justly made, must of necessity be done by a man who has had years of experience along that line and the inspectors of our grain should be men who have gained their position on account of their knowledge of the cereal they inspect."

At this same meeting Mr. John D. Shanahan, now Chief of the Bureau of Grain Standardization of the United States Agri. Depart., read a paper on Uniform Inspection Rules for grading grain.

President Lockwood in the course of his annual address, at the meeting in 1902 said: "The past year has developed in many directions, wrath and indignation at the sliding scale methods of inspection practiced in some of our markets, and it is evident that there are just grounds to demand reform. The inspection department, whether a state or exchange institution, should be conducted strictly under civil service rules and free from all personal, political and small interests. If entirely free from such influences, should there, under the civil service reform system, be any differences in the grading of grain when the price of grain is high, under normal or abnormal conditions. I say, certainly not. Fixed and specific grades should be established and maintained from year to year. The standards should govern and be applied regardless of prices or crop conditions."

As president of the Chief Grain Inspectors National Association, I will now give you some reasons, from an inspector's point of view, why uniformity should prevail.

It was at this meeting the Chief Inspectors National Ass'n was organized. There were present at this meeting 26 inspectors. They submitted to you rules to govern the inspection of grain. The rules as a whole were never adopted by any of the grain exchanges of the country. So it is with a great deal of reluctance that a chief inspector stands before you to offer any suggestions along the line of uniform inspection.

I will say that I have pledges from thirty chief inspectors for uniform phraseology and uniform application, who believe that such uniformity would facilitate the inspection of grain in this country and bring the inspectors themselves down to a more uniform basis. As the rules now read, there is nothing definite about them. Some of the words that you leave the chief inspector to construe are:

vary	somewhat	inferior
customary	suitable	strictly
enough	badly	much
warehouseable	judgment	well
practically	prime	some
considerable	unfit	slightly
limited	choice	fair
exceedingly	excessively	fairly
sufficiently	merchandise	greater

moderate	largely	fit
occasionally	allowed	mainly
otherwise	thoroughly	provided
principally	reasonably	

The chief who has these rules with the different wording, will apply them as he sees them with his own eyes. You can ship a lot of grain to one market, and one chief will see it one way. You can ship that same lot of grain to another market, and another chief would see it entirely different. It immediately causes you to sit down and write the market from which you purchased the grain, and you naturally think you have been robbed. You exchange several letters and telegrams and send back samples of the grain. The other market will tell you to ship the grain back, that they are very glad to get the good quality of grain which you have received for the grade. In both instances, under the inspection system which is now in vogue, both inspectors have graded the grain honestly according to their rules. It leaves a very bitter feeling between the men doing business and the markets shipping and receiving the grain.

Yet the fault, gentlemen, lies entirely within yourselves, as you are the ones who make the rules and the chief inspectors give a bond to enforce them. I cannot see any reason why No. 2 wheat in Chicago, Kansas City, St. Louis, Toledo, Buffalo, Boston, New York, Philadelphia or Baltimore should not be the same. The same applies to hard wheat. But take some of the markets in the West, where over 10% hard wheat mixed with soft red wheat, it is graded hard, and a miller buying hard wheat gets 90% soft and 10% hard. Instead of placing the blame where it belongs, namely on the different inspection committees, boards of trade and warehouse commissions, for making the rules, the miller jumps upon the inspector and the inspection department and says that he has been robbed.

I have had within the past 30 days, in my own experience, a lot of yellow corn which was shipped to my market under regular market inspection rules. The same rules of the shipping market said that the "Grade of yellow should be seven-eighths yellow," while the rules that govern the receiving market said that the "Grade of yellow should be 95% yellow." The firms which received the corn that they had been robbed and wrote back to the market who had shipped the corn, in very endearing terms, which without a question, will make these men enemies all their lives. These transactions occur every day. It is very expensive to you, it is also wearing and tearing on your nervous system, and making the lives of the inspectors a hell on earth.

You cannot wonder at the country shippers demanding uniformity, uniform rules or government inspection, as it is utterly impossible for them to commit to memory all the different grades of the markets to which they ship. They have awakened to the fact that this can be remedied. If you do not remedy it the country shipper is going to ask Uncle Sam to do it for you. As it is now, he buys his grain from the farmer, mixes it all together, and lets it come forward and takes what he calls potluck. He does not try to grade it, as he says it makes no difference. If we were all working under one set of rules, we would learn them and make himself familiar with the grades of the country. The chief inspector could attend the state meetings once a year and teach him how to apply these rules. He could then sell you grain of any desired grade, and could fill his contract. Instead, as it is now, a telegram comes back saying, "Your grain graded so and so, and sold of, at from 1c to 10c discount."

You cannot blame him for using a few mild words when he receives such a telegram. He, in turn, sits down and writes the chief inspector, saying, "Send me a choice lot of grain, and it was inspected into your market, which may be all the way from No. 3 to No Grade, and I have been robbed." He immediately tells his associates and the local association about what has occurred, and they all sympathize with him.

The same holds good in corn, as the corn rules are in the same condition. Take the rules of the different markets. No. 2 white corn will run from 1/4 white to 98% white. No. 3 white corn runs from 1/4 white to 98% white. No. 2 yellow corn runs from 1/4 yellow to 98% yellow. No. 3 yellow from 1/4 yellow to 98% yellow. You can see what the percentage basis is that the different markets are now working under. It is very misleading to yourselves, buying grain from the central markets, and to the shippers shipping grain from the country to the central market. Under the system now used, an inspector has pretty near to



guarantee No. 2 corn to keep for an indefinite period, which, to my way of thinking, is wrong.

All corn grades should be put on a moisture percentage basis, and the inspector should grade the corn just what it is at the time he inspects it. He should not be made to guarantee that grade for any future use, as the elevator companies are paid for storage and reasonable care of the grain. Any No. 2 corn coming up to the required standard, should have just as much claim as No. 3 or No. 4 corn.

After consulting the large millers of the country, I have found that seventy out of every hundred are for uniform phraseology and grades. The millers want a definite and uniform grade of grain in the country, so that, when they buy the future wheat from your markets and the wheat is delivered to them, if there is any manipulation in the market they can have a guarantee that this wheat will grade back into the market they bot it from, and that they can send it to any other market for future delivery.

They also claim that uniform inspection benefits the farmer, the consumer, the country grain dealer and the miller. It has a tendency to regulate the price of wheat or corn, by giving it a standard value.

I talked with most of these gentlemen at their National Convention, and I begged them to desist from passing any resolutions in favor of government inspection, as I thought without a doubt that the Grain Dealers National Ass'n would give them uniform rules and uniform inspection to work under.

The same condition exists in the grades of oats that exists in the corn. For instance, No. 2 white oats in color range from 7% to 98% white and in weight per Winchester bushel from 25 to 31 pounds. Standard white oats, in weight, range from 27 to 29 pounds. No. 3 white oats from 7% white to 95% white and in pounds per Winchester bushel from 22 to 29 pounds. No. 2 mixed oats in weight from 25 to 31 pounds. No. 3 mixed oats from 22 to 23 pounds.

The grain testers now in use in the country are not uniform in kind, correctness or any other detail. This leads to a great deal of confusion and dissatisfaction between the countryman and the western and seaboard markets. This is especially marked in the line of oats. All clipped oats and one-fourth of the natural oats are handled on the test weight. I should like to see a tester adopted by this convention that would eliminate the differences which now exist.

As president of the National Association of Chief Inspectors, I propose here to introduce a set of rules for the grading of grain which I believe, adopted by all the exchanges, warehouse commissions and inspection departments of this country, will solve this great problem which has agitated the minds and disturbed the peace of the grain trade for so many years.

Prest. Reynolds: I want to say in this connection, that personally I am convinced that legislation by the National Congress will result this winter if the Exchanges of the country do not agree on a uniform phraseology in the classification of grain. I am not at all sure that it will not result so anyhow, but we are in the position of a hunter who has only one gun, we cannot defend ourselves with anything but that one gun. That one gun is the adoption of some plan of uniform grading of grain. I believe that Mr. Merrill and all of the gentlemen who were on the lobby in Washington last year will agree with me that indications all point to something being done by Congress at the next session. As has been stated several times, Representatives have come to the conclusion that something is wrong with the grain trade; and in casting about to find that something, they have fallen onto this hobby, and whether they are right or wrong, and regardless of what your opinion or mine may be with respect to a uniform grading system, we are up against the proposition and it is in common parlance up to the grain trade to show its hand.

Senator Foraker at our last year's meeting in Cincinnati very ably addressed us on matters pertaining to the interest

of the grain trade, and used this language: "We in Congress want to know what is the matter with the grain trade. We want to know what you want; and if you will tell us we will do our very best to give you what you want." (Applause.)

This Association has not committed itself to a specific set of rules; but it is now time that we ought to go on record and before the adjournment of this Convention and commit ourselves to a policy for or against federal inspection, for or against uniform grading; and we should back up that policy by a set of rules which we dare to lay down and for which we will dare to fight even to the point of having them carried out by federal inspection or adopted by the Exchanges of the country to defeat federal inspection by reason of having the Exchanges of the country uniform in their methods of grading, and putting our inspection rules beyond the suspicion of any chicanery. In other words, we should put it up to congress without asking it to give us what we want, and not leave it to be guided by misguided senators or representatives who think they know something about the grain trade, but whose ignorance is so palpable that there is not a grain man in the country but what must admit it.

Now gentlemen, here are the rules from an inspectors' standpoint and from years of experience by the inspectors of the country. They have put them up to you to help you define the position of this Ass'n. What are you going to do about it? Do you want to take it up now, or do you want to defer action and get time to study and thoroughly digest it?

P. E. Goodrich: Mr. Chairman, I move that we do now adjourn until two o'clock this afternoon and make this subject the special order at that time.

Mr. Brandeis: I would suggest that the motion be simply to make this matter the special order of business for two o'clock. I second the gentleman's motion provided he will leave out the adjournment.

After discussion the question of deferring further consideration of the uniform grading rules until two o'clock was put, and carried by rising vote of 58 to 20.

Prest. Reynolds: Before we adjourn this session there are three or four matters that have to be taken care of. They are of a minor character and can be handled quickly.

In the absence of C. S. Bash, Chairman of the Transportation Committee, the report of that committee was on motion considered as read, and ordered spread upon the minutes as follows:

#### Report on Comite on Transportation.

Your Committee on Transportation has not been idle the past year and while it has not been actively pushing the railroad companies for any changes in present rules or rates we beg leave to report to your honorable body that we have carefully considered many of the railroad rules which have been criticised by our members, especially as to demurrage and reciprocal demurrage. Your committee are advised that in all probability this question will have to be referred to the various state organizations, to be acted on by the railroad commissions of the various states.

We beg leave to state also that the Interstate Commerce Commission advise us that they are not prepared to take this question up at once, but have asked for time pending decisions from the court which may tend to determine their authority and jurisdiction in the matter. We beg leave to report.

A Very Marked Change in the attitude of the railroad companies of the United States in reference to all matters pertaining to rules, rates and the general management of the same.

Your committee have thot best in view of the discontinuance of many arbitrary rulings by the railroads and an avowed disposition to treat fairly all shippers and receivers, to recommend to your body and a canvass of its membership be made at once by your secretary to ascertain the feelings of the same as to any rules or rates now in force which are considered oppressive or unjust, and that the same be referred to the new committee that is being formed by the president; and that such committee be asked to take up these matters with the railroad companies with a view of having the same abrogated or changed, and with authority to proceed at once, upon a refusal of the railroad company to correct the abuse, and take the same up with the Interstate Commerce Commission or state railroad commission, as the law may determine best.

Your committee are impressed with the belief that it is the intention and desire of the railroad companies to do anything in their power to facilitate the movement of freight more readily and to be promptly paid for the same, and also in the settlement of just claims for losses suffered on account of failure of the railroad companies to give proper service.

Your committee recognizes the advantages given the grain trade of this country over all other commodities and feels that an expression of appreciation of the fact would not be out of place at this time. Your committee notes with pleasure the various proportional rates made by the railroad companies on grain and grain products from lake and river ports, which are very advantageous to the trade, both to the consumer and to the producer. We believe, however, that a leveling of the rates in the interior, at many points where only class rates are named, would be welcomed by the trade and would do much to allay public criticism which at present is frequent on account of the railroad companies making such very favorable proportional rates from these lake and river ports and the failure to give any concessions to the interior in harmony with these rates.

Mr. E. A. Grubbs, Greenville, O., Chairman of Trade Rules Committee, submitted his report, as follows:

#### Report of Trade Rules Comite.

The aim of all association work should be, and is, to institute reforms that will benefit the trade in general, and one of the many beneficial results of our Ass'n work is the present complete set of Trade Rules, compiled by your former Committees for the government of our members. In fact, the Trade Rules of the Grain Dealers National Ass'n now rank near the top. They have been wrestled with since 1901—adopted, revised, amended and again revised, and are now so nearly perfect that your Committee of 1907-1908 could not have had an easy job, as we see but very little room for improvement.

It has taken no small amount of work on the part of your former Trade Rule Committees, to put these rules in their present shape, and we believe they now cover all possible contingencies likely to arise in the grain trade. Every dealer should study them carefully. This especially applies to the country elevator man. I venture the assertion that not one-half the members of this Ass'n have ever read the rules, or given them a second thought. Too many of us wait until some complication arises, and then search the Trade Rules, trying to find something on "our side" to help us out, instead of studying the rules beforehand and governing our business transactions accordingly, thereby avoiding the controversy.

Believe it would be well to have a large quantity of these Trade Rules printed, and let every buyer send a copy out with his confirmations. By doing this, there will be no excuse for the seller (whether a member or not of this Association) claiming ignorance regarding any of the terms of the transaction, such as the expiration of contracts—how misgrades will be applied, etc.

When all grain dealers, whether they be Commission men in Terminal Markets, Track Buyers, who ship to the Interior, or Elevator men who buy from the farmer, realize how very important it is to make all their transactions conform to these Trade Rules, at least 90% of the trouble arising from misunderstandings will be avoided. In fact, if the Trade Rules are carried out to the letter, believe we would soon put the Arbitration Committee out of business.

On motion of Mr. Rogers, above re-

port was received and spread on the minutes.

Prest. Reynolds: I am very thankful to the faithful few who have remained to the end of the session. In regard to handling this uniform grading proposition this afternoon, it must necessarily resolve itself into two divisions; first, that which treats of the question whether

question will, in so far as the grain dealers are concerned, be practically a solution of the whole subject.

The general business depression that has held the entire country in its grasp for the past twelve months caused to be thrown into the market more available freight car equipment than at any time in the history of grain shipments. For instance, on October 30, 1907, there was a surplus of 786 box cars in a group of 161 roads. On April 29, 1908, a surplus of 147,971; on August 5, 1908, a surplus of 114,075; on September 2, 1908, 84,644; on September 16, 1908, 58,668.

Now that prosperity is returning and the surplus equipment is disappearing we may find the Committee on Demurrage for the ensuing year will have problems to solve that will require much earnest thought and painstaking energy.

The term "demurrage" as originally employed, referred to maritime law, but has come to be applied to the operations of railroads. As applied to railroads, demurrage is considered a charge for storing freight and caring for it after all the conditions of the transportation have been completed. It is in its nature also a penalty imposed upon the shipper for not promptly receiving and unloading his freight.

The right of the carrier to collect demurrage has been upheld by the courts, upon the theory, largely, that carriers are not warehousemen, and also in order to stimulate the movement of freight so it will not become congested either in the freight houses or on the tracks, thus retarding the movement of traffic generally. This right to collect demurrage being well settled by the courts is acquiesced in by the shipping public generally, as just and proper.

Reciprocals: While this is true there is a general belief upon the part of shippers that demurrage should be reciprocal; that if a carrier is entitled to demurrage in a given instance and the conditions should be reversed, the shipper should also be entitled to collect demurrage.

The Legislature of some of the States have recognized the force of this argument, and the shipping public in the enactment of reciprocal demurrage laws. Some of the State Railroad Commissions have been charged with the duty of enforcing these laws insofar as they relate to intra-state transportation. Congress, however, has not yet assumed the responsibility of promulgating such laws, nor authorized the Interstate Commerce Commission to make and enforce general rules for the accomplishment of this purpose, as to interstate traffic.

Without expressing an opinion as to the merits and justice of this class of legislation and supervision, it would seem entirely proper to urge uniformity in all demurrage rules and regulations relating to both State and interstate traffic.

Car Service Ass'ns in each State should be charged with the administration of all demurrage rules for each class of traffic, and insofar as practicable the Railroad Commission of each State should be charged with the supervision and administration of the laws, rules, etc., affecting each class of traffic. Therefore, the aim of this Ass'n should be to encourage, and insofar as possible, bring about by legislation, and otherwise, a uniform system of car service and demurrage rules, that will be the same in every State and territory.

A reasonable amount of free time, say forty-eight hours, should be authorized, with provisions for extension or the suspension of payment upon the filing of a proper statement and affidavit, or otherwise, when the carrier is at fault, and possibly when weather or other conditions render it hazardous or impossible to load or discharge cars within the free time. However, all exceptions should be carefully considered and based on an equitable necessity.

An appeal should be provided for on all controverted matters to some impartial tribunal, such as the Railroad Commission, or other similar tribunal, properly authorized by law, appeals only to follow a failure to adjust or settle controverted matters within a definite time from date of filing affidavits of suspension.

It is the history of grain dealers generally that they live a little troubled with the demurrage question as any class of shippers whose tonnage is of equal magnitude. This is principally due to their facilities for quickly loading and unloading cars. However, this is more the experience of country shippers than the receivers in the terminal markets, and particularly such markets as strive to handle the maximum amount of business with minimum facilities. Carriers have been justly

criticized in the past for trying to conduct a four-track business with a two-track equipment, and many think the same indictment should be returned against some of the terminal markets.

It might be proper to quote here from an address by the Hon. E. E. Clark, delivered before the Traffic Club of Chicago, October 25, 1907, as the same is pertinent to the subject of car supply, etc.

"The railways have signally failed to provide facilities with which to handle properly the traffic that has expanded and multiplied in volume so rapidly as to astonish the world. To some extent this is excusable because of the unprecedented increase in the tonnage offered. . . . But is it not true that many, very many, of the shippers have, to a corresponding extent, failed to provide themselves with facilities which they need to take proper care of the increase and expansion in their own business? Do not many of them demand and expect from the railways extra service, extra facilities, extra detention of cars on switching, that would be unnecessary if they had provided themselves with proper room for storage and proper facilities for loading and unloading."

What Mr. Clark says with reference to individual shippers may properly be said of individual terminal markets.

The market or individual that has neglected to provide itself with facilities for doing its business as expeditiously as its more enterprising competitor should not expect special consideration of its need at the expense of other markets, individuals or carriers. Therefore, uniform, fair and equitable car service and demurrage rules should be in force throughout the entire country, and this Ass'n can well afford to assist in their accomplishment.

Mr. Rogers: Mr. President, it does seem to be that the shipper is not fairly treated in the matter of demurrage, and I strongly favor some action being taken in the way of forcing reciprocal demurrage.

Prest. Reynolds: I hope you will prepare resolution along that line, Mr. Rogers. I want to say to the faithful few present that I hope you will all try to get a large meeting in the morning to hear Gov. Francis. If we continue to give outside speakers who were invited to appear before us, such a small hearing and such disregard as has been the rule in this Association it will soon be so that we cannot get anybody outside of the ranks to come and address us. It is neither right nor courteous. There is no reason under the sun why the grain trade of this country should treat men as we have treated some of the public speakers whom we have asked to address us.

Adjourned to 2:00 p. m.

An Illinois dealer, who has urgently requested that his name be suppressed, boarded a street car in St. Louis.

A stout colored woman was a passenger and she had in her arms a baby, which she was nursing.

As the grain man passed, with his many badges and buttons, the baby's attention was attracted and he dropped his dinner and stared. This annoyed the colored mammy and she said in a scolding tone.

"Look here, you Rastus, you betta take y'us dinna, or I'll give it to the gent-man."

He dropped off and took the next car.

The ladies were unanimous in saying that their husbands could never go without them to a National Grain Convention because they had such a good time of course,—no other reason.

Martin J. Mulally as chairman in chief of the Convention arrangement committees was hustling all the time, and the success of the Convention is to the thoroly systematic manner in which the details of handling the Convention were discharged under his supervision.



E. A. Grubbs, Greenville, O.  
Chairman Trade Rules Com'te.

the Exchanges want uniformity, or not. That is the leading question which I hope can be handled by some one member of each Exchange represented. He need not speak authoritatively but can tell us what the general sentiment of his exchange is as to favoring uniformity. Second, the question in the event that we decide that we want uniformity, whether this plan proposed meets our ideas of what that uniformity should be. In considering this branch of the matter I wish the Exchanges would try to be as generous with each other as possible. Inasmuch as no uniformity now exists, if uniformity is ever to come some Exchanges must adopt different systems from what they have now, and unless there is a compromise of opposing opinions no conclusion will ever be reached. All laws result from a series of compromises. Therefore, I will ask the exchanges, in their consultation between now and two o'clock, to try and be generous with each other. Do not let selfish motives rule completely. Let us try to get at something definite.

In the absence of the Chairman of the Committee, Mr. C. B. Riley of Indianapolis, the report of the Committee on Demurrage will be presented by Mr. Rogers. E. L. Rogers: Mr. President, it is certainly to be regretted that a report on so important a matter as that of demurrage should be listened to by so few members.

## Demurrage Committee's Report.

Your Committee on demurrage has to report that nothing official has been submitted to it during the year; a very satisfactory condition, doubtless due to the fact that the grain dealers, members of this association, have been and are now "at peace with all the world," including the car service managers.

This extraordinary condition exemplifies the fact that the question of demurrage is so interdependent upon the matter of car supply that a solution of the latter



## FRIDAY AFTERNOON'S SESSION

In calling the Friday afternoon session to order Prest. Reynolds said: About 46 out of the 58 who voted for that discussion to begin at 2:00 o'clock are not here, but they will be I think in a few minutes, and we will hear the paper on "Natural Shrinkage" before we begin that discussion. It will not require over fifteen minutes. I take pleasure in introducing Mr. Frank E. Marshall, Sec'y of the Commercial Exchange of Philadelphia.

Mr. Marshall read the following paper:

### Natural Shrinkage of Grain in Transit.

Your officers have been good enough to invite me to deliver a paper bearing upon the question of the natural shrinkage of grain in transit, for which I shall have to ask your indulgence. I have never gone deeply into the study of mythology, which ought to have some bearing on the question, and flatter myself that a great many of my hearers have investigated the subject no further than myself, hence my shortcomings will not be patent to every one. I will preface by saying that I cannot give you a technical treatise upon the drying of grain in transit, and I should not be expected to do so.

I understand that Freight Claim Agent Tustin of the Missouri Pacific Railway has conducted experiments of that character, with a view to publishing a paper in the Grain Dealers Journal, and even if I were competent to do so, I think it would be improper for me to steal my enemy's thunder. It is not incumbent upon the defendant to prove the plaintiff's case, you will remember if you have had any experience in courts of law, and I will leave to Mr. Tustin the pleasant task of convincing you of the affirmative side of the case. I am willing to agree with Chairman Knapp of the Interstate Commerce Commission, who, when I mentioned the subject of natural shrinkage deductions from claims, said that it was a matter to be proven.

With ourselves of Philadelphia, the question of a demand upon claimants to cover an alleged natural shrinkage is a very new one, and was first brot to our attention by General Claim Agent Arnold of the Lehigh Valley road, when a special committee called upon him to urge the quicker payment of claims, a subject with which some of you may also be familiar. Mr. Arnold came to the Lehigh Valley from the Rock Island road's claim department, and casually mentioned to us that his road was considering the question of demanding an allowance, such as was being generally allowed in the West.

One subject at a time was sufficient for our committee, and we forgot Mr. Arnold's suggestion until at the next meeting of our Board of Directors when one of the number reported that a demand for the allowance had been made upon him by the claim department of the Pennsylvania Railroad Co., and he had been informed that there was to be a general enforcement of the demand by the trunk lines. At his suggestion the subject was entrusted to our special claim committee, whose first action was to procure the signatures of a majority of our principal receivers to an agreement that they would resist and the next move was to inquire of the claim agents their authority for the demand.

The answers we received were neither satisfactory nor explanatory, altho Mr. Wilson, the claim agent of the Philadelphia & Reading road, endeavored to justify the practice by saying that it had been decided upon by the New York Freight Claim Conference because "inasmuch as receivers were allowed one per cent by the shippers to cover the variation in outturn at the seaboard, the members of the Conference that it only just that they should allow the railroads one-quarter of one per cent."

It is probably unnecessary to tell you that Mr. Wilson's statement of the allowance by shippers to receivers is entirely erroneous, and that the usual allowance to the latter comes in the shape of an Irish dividend, or a shortage. If next became necessary to consult the law and to ascertain whether we had any fellow-sufferers in other localities to the delight we found that the Grain Dealers Journal was throwing a few hot shot into the

enemy's camp at that time, and that some of the Western grain dealers ass'ns had just then succeeded in inducing a few of the larger western roads to see the error of their ways and to abandon the practice.

Meanwhile, answers to the circular letters which we had distributed from Maine to California began to pour in, with an almost universal endorsement of our position, and we soon found that instead of being alone there was a glorious army of martyrs. What seemed very important was the fact Chicago merchants were exempted from the exaction, and that an Illinois statute protected the grain men of that State by providing that the carriers are responsible for the full quantity loaded into a car. Less encouraging was the news that a Missouri statute gave the carriers one-half of one per cent leeway. It was confusing to find that the merchants of Duluth were entirely exempted, while those of Minneapolis, in the same State, were fleeced (if I may be allowed the use of that word) all round, from one-eighth of one per cent to one-half of one per cent.

Exceptions existed at Minneapolis, where some merchants escaped scot-free, as they personally informed us, with a request that we keep them from any notoriety in this connection. Up in New England a similar condition obtained of a sliding scale of immunity, and at Buffalo we found that they fared as in New England.

Some Illinois points reported a contribution of one-quarter and one-half per cent; Ohio varied from nothing to one per cent; Indiana was generally resisting the tax; Kansas was just escaping from bondage; Iowa was fighting with partial success; Nebraska was resisting and by some roads not required to deduct; San Francisco reported that claims were settled on their merits; Spokane said there was no charge; Tacoma reported that grain was expected to gain in weight; the Southwest generally suffered the full extent of the law and a little more; and so on. I will not tax you with all the details, because I have more to say.

One of our correspondents wrote us that many receivers in his city were willing to stand the tax because of the very frequent overloading of cars. Loss resulting from overloading is a natural shrinkage of an entirely different character, and if John Smith in Minnesota overloads his cars until they leak out of the doors, the railroads have no right to punish me living away off in the Quaker City.

Another correspondent, a member of a very large grain shipping firm wrote, that he was willing to concede the demand for natural shrinkage, because his firm did not wish to antagonize the claim agents of the railroads, who were to submit to the exaction devised by the claim agents of the railroads, I think we should have guardians appointed at once.

In order to get the ball to rolling, we had one of our members make a complaint to the Interstate Commerce Commission against the Philadelphia & Reading road, whose freight claim agent had been so injudicious as to threaten him that if he did not make the allowance, his claim should be filed indefinitely. One of the Committee carried the war into Africa, by entering suit in a local court against one of the roads. We were also to present to our counsel and elsewhere that the common law was opposed to the contention of the carriers for an arbitrary deduction, and that whenever suits had been brot by claimants who resisted the demand, the railroads had been made to pay in full, and the roads were to submit to the Interstate Commerce Act, which would protect the rights of the bill of lading holder.

Our former chief inspector who spoke from an experience of more than forty years, in the handling of grain, was quick to deny that there was any justice behind the demand for an allowance to cover natural shrinkage resulting from the usual shipping of bulk grain, and Sec. Quinn of the Tri-State Grain Dealers Ass'n quoted to us the result of tests made by shippers of over two thousand cars to Minneapolis, Duluth, Milwaukee, Chicago and Kansas City, which showed a loss (not entirely due to natural shrinkage, mind you) not exceeding one-tenth of one per cent.

I may mention from my own experience as a grain exporter, in connection with such well-known houses as Gill & Fisher and I. M. Farr & Son of Boston and Philadelphia and Rice, Quinby & Co. of New York, covering in all about twenty years,

that I have had occasion at times to examine into the average outturns at foreign ports of grain that we have sold for export. As when with Parr & Son, I have shipped as much as twenty-five millions of bushels in one year, I ought to know a little about it. Those of you unfamiliar with the export business will need to be told that American exporters guarantee full outturn of the quantity shipped at nearly all of the European markets, and that they make contracts for the supervision and the payment by the European contractors to the buyers of all shortages.

At Rotterdam, for instance, the contractors will guarantee to pay all shortages and get their own expenses and profits out of an allowance of say one-half to one percent. Sometimes they charge more, according to the ability of the American shipper to drive his bargain. I figured up the average outturns at Rotterdam for a long period, and found that the actual short was one-half of one percent. You may not be familiar with the method of handling grain for export at New York and Philadelphia, but it will suffice to say that if grain can stand the handlings that are incident to the transaction, which are to be loaded into a barge and then be transported by elevator from the barge to the ocean steamer, and then when it reaches destination be transferred to another barge or to the quay, and lose but one-fifth of one percent, there is no very sound reason behind the contention that it should shrink the north of one percent, during a short railroad haul. In the company's own cars, and weighed upon the company's own scales both at loading and unloading, if the cars are sound and properly sealed.

Sound and properly sealed: That opens another chain of thought. Undoubtedly one great cause of the loss of weight is, that at this time on grain shipments is, that of the "Teddy Bears," as some wag has christened the cars that lay idle on sidings in the blazing sun of the past doleful year, and should have had some caulking to tighten their seams before being used to transport grain. A box car is no more proof against financial depression than its owners. Mr. Dennis, of Baltimore, who is with you at this meeting, is authority for the statement that 40% of the cars recently arriving at Baltimore were in leaking condition, and Weighmaster Foss, of the Chicago Board of Trade, recently wrote the Grain Dealers Journal that 3,500 leaky cars were received at Chicago during the month of August.

The shrinkage that follows is very natural, and if the railroads furnish cars that will not hold their cargo, but distribute it over the tracks, they cannot be called upon for a general assessment to pay for the carrier's negligence. Atmospheric and climatic changes may have some slight bearing on the case, but so slight as to be infinitesimal in connection with the short length of time required to transport a car of grain under ordinary conditions of business. If there is a slight loss, at any time, which I do not intend to concede, there must be at other times a slight gain under reversed conditions, and in the end there could be no loss to the railroads of earnings when the business of a car is considered. That is the contention of the men than myself, as for instance Mr. Hopkins, of the Chicago Board of Trade, and I am glad to be able to make use of his argument: That there is some slight loss in handling grain, not from climatic or atmospheric changes, but from the loss of particles that escape dirt that sifts out, or otherwise, is generally conceded.

As to the slight loss inseparable from handling grain, such as the elevators ask an allowance to cover, variously called dockage or scaleage, this feature is worth examining. Without betraying any secrets, I may say that the Philadelphia Board of Trade is for the elevators to deduct a fixed quantity from the weight of a car, to guarantee them against loss in its delivery. For a car of 66,000 pounds, they deduct 30 pounds; for a car weighing from 66,000 to 100,000 pounds, they deduct 40 pounds. For a car that weighs more than 100,000 pounds, they deduct 50 pounds. This assessment is not unreasonable, for it averages not more than one-twentieth of one percent; the recent demand of the railroads for the alleged natural shrinkage you will note, is more than five times as great. The point I wish to make is that if the elevator management is content to take so little for a loss that is almost positive in handling grain, why should the railroads require so much for a hypothetical loss?

Let us consider also the loss in blowing grain and consider the effect the exaction for alleged shrinkage. I can speak confidently of the charge in connection with

blowing at Philadelphia, for I have just gone into it with the elevator managers. There is no contention that blowing grain does not cause loss, and to blow a car ought to make it lose as much as would shrink by natural process of climatic or atmospheric change. The charge made for loss in plain blowing at the elevators of the Girard Point Storage Co., is a deduction of one pound per thousand pounds, or one-tenth of one percent. I think it is fair to assume that the natural shrinkage if it can be substantiated at all, will not exceed that of the simple swelling, and do not consider that it is my duty to produce any more circumstantial evidence. What I wish to emphasize is, that the claim agents must not use the exemption from liability for natural shrinkage to cover other losses. The word shrink is defined in the Standard Dictionary to mean, first: "to cause to contract or draw together so as to occupy less space," and the word shrinkage is defined as: "a contraction of any material into less bulk or dimensions, as of metal by cooling or wood by drying." I do not find in that lexicon any definition of the term "natural shrinkage" as used by claim agents. The charge was made, I suppose it would read very simply, that is it would be defined as "something imaginary."

**Mythical Loss:** I have tried to show you what we Quakers think of this demand to cover a mythical loss. The railroads have claimed that the charge was but a small one, like the Scottish girl's fatherless baby, but even one-quarter of one percent, thus donated by grain men, would be a serious tax upon a business that frequently yields but a bare commission of 1/2 cent per bushel for the handling. On a 60,000 pound car the deduction would be 150 pounds, and the quantity at the present price of wheat, corn or oats, means a loss of dollars, and more than the dollars it represents a wrong principle and for that reason should be resisted.

**Resist the Missouri Statute:** At a recent meeting of the National Industrial Traffic League, held in St. Louis in September, Commissioner Lincoln of the Merchants Exchange, said that notwithstanding the Missouri statute which gave the carriers an allowance of one-half of one percent to cover shrinkage in transit, he had advised his fellow-members to resist the general demand by the carriers for an arbitrary allowance for natural shrinkage and that course is open to all sufferers. It will be effective if exerted.

Upon my return to Philadelphia from that meeting, I found a general clearing of the atmosphere with respect to the natural shrinkage exactions. Our members in suit in the local court had been heard and immediately decided against the railroad, which did not contest the decision. Better than that, the officials of the lines which we had fought so actively had notified us of their withdrawal from the false position toward us which they had maintained, and we were at once given recognition. I for one should have nothing more to say on the subject, but for your kind invitation, which I hope you do not regret after hearing this tedious paper, and for the fact that in other sections, less fortunate because less resistant, there are some of you who need it.

**Secretary Smiley** advised me under date of Aug. 25th, that the Kansas Grain Dealers had succeeded in inducing the Missouri Pacific and Union Pacific to abandon the practice in Kansas, and I think all of the larger western systems have wisely concluded that it was a small business to thus unlawfully tax their patrons, but the Grain Dealers Journal of Sept. 25th contained a list of C. F. A. and Southwestern lines that would seem to need the money and were still imposing upon the trade, in some cases requiring as much as one percent to be deducted from claims. I cannot undertake, nor is it necessary to give a list of these lines, but will cheerfully furnish the advice that if the grain men stand as strenuously and persistently for their rights as the claim agents stand for what is wrong, it will not be long before there will not be one road in the entire country that will dare to tax the people for the alleged "natural shrinkage."

We have had a harder fight than you will have to make, for we are at the wrong end of the line. The shipper always has a decided advantage over the receiver in the East. You have frequently the chance to support your own satisfaction through choice of routes and the ability to boycott the line that treats you unfairly. A Minneapolis grain man told me recently that his firm could collect claims within four days after presentation, because if any line did not pay up promptly they would give its business to other lines that would. The choice of routes which the Western man enjoys, perhaps

explains why the large western roads like the Rock Island and Santa Fe were so easily persuaded to quit the practice of taxing claims. For the reason that the three or four roads having terminals in Philadelphia work very closely together, it took our Committee three months to convince them of the error of their ways.

When the Interstate Commerce Commission published its uniform bill of lading, we scarcely had time to discover the exonerated from liability for natural shrinkage and discrepancies in elevator weights, before the claim agent of the Lehigh Valley road pointed it out as ending the contention against it which we had urged, just as we expected he or some other claim agent would. Chairman Knapp, to whom we presented our objection regarding the presence of the provision in the new bills, very quickly replied that the provision was not new, but had appeared in the bill for a long time in force. We were forced to reply, with all due respect, that we were well aware of the fact, but that inasmuch as the railroads had not until recently attempted to enforce it, which were resisting, we thought that as the new bills were supposed to be a uniform bill for the interests of the bill of lading holders as well as carriers, they should not have contained provisions that were not only unfair but unlawful, and which the signature of the shipper required by another provision of the bills would transform into a contract that would be void under the established law and perhaps burden the bill of lading holder with lawsuits to establish his rights.

You will remember that a very large percentage of the grain which you sell to the East is sold on Western terms, and after it is shipped you go through with it, excepting in rare cases to have the aftermath of unpleasant criticism of quality or weights. Our Board of Directors has made its stand upon the uniform bills by protesting against not alone the natural shrinkage exemption, but other objectionable features, and has endorsed the action of the National Industrial Traffic League in recommending to shippers the plain bill of lading prepared by the League. We have done what we could in the premises, and I shall trespass but a little further upon your good nature, excepting to say that Chairman Knapp has prescribed the conditions for a uniform bill of lading which he thinks the grain trade should swallow and endeavor to hold down, and consulting physician McCabe of the Pennsylvania Lines West of Pittsburgh, has endorsed the prescription as an empiric compounded for the very purpose that it is to be administered if you shall find that it does not suit your case, after trying the experiment, Chairman Knapp and others of the Commission have promised to hear a complaint against any part of the bill of lading that may be found too onerous.

I shall conclude by thanking you for permitting me to tax your forbearance so long, and by saying that I have tried to show that our members have successfully resisted the enforcement of a demand by the carriers for an allowance for so-called natural shrinkage of grain in transit, and that the whole question was raised and disposed of within three months. If there are any more roads attempting tribute to Caesar, unwillingly, I hope the way has been pointed out to a remedy, or to a choice of remedies, namely their local courts or in a simple and inexpensive complaint to the Interstate Commerce Commission. "Who would be free themselves must strike the blow."

On motion of Mr. Wayne, the paper was received, and referred to the Committee on Resolutions.

Vice-Pres. Tyng took the chair and announced that the special order of business, the consideration of proposed uniform grading rules, was now in order.

Mr. Dower: I wish to ask whether those were endorsed by the last Uniform Grade Congress at Chicago?

Mr. Culver: The grades are not exactly the same. The maximum and minimum qualities are taken from all the inspection rules in the country and as the grain is naturally inspected at the car after loading out of the elevators, or going into the public elevators in any of the central markets, the terms are the same but I excluded ambiguous words so far as I could in all the wheat rules. The barley rules I have no jurisdiction over. They have already been adopted by the Barley Ass'n in America.

Vice-Pres. Tyng: There is nothing before the house, and in order to consider it in a proper way a motion would be necessary.

J. M. Dennis: I move that the proposition be considered as a whole, and then afterwards that each article be taken up separately and discussed. I do not think there is much necessity for discussing the proposition as a whole, as it is very evident that this Association is very favorable to uniform inspection; but there are at least three of the grades that are proposed to be established as uniform that would inflict a severe hardship on the average country dealer throughout this country who ships his corn for export. I want to call your attention to the fact that during the three years of discussion of this uniform grade proposition there has been a total absence of argument either for or against by the export interests of this country representing shipments of millions and millions of bushels of surplus grain. Now there is a reason for this. There is nothing that will suit the exporter of grain of this country better than uniform grades. It makes life easy for him. It prevents any reclamations from his buyers on the other side on account of inferior quality on arrival; and as far as the exporter is concerned there is nothing that would suit us better than the adoption of the rules laid down by Mr. Culver as Chairman of the Inspection Committee; but we consider it totally impracticable to establish a uniform moisture test for corn in this country that is to be shipped for export purposes. We consider it impracticable to define the grade of No. 2 hard winter wheat, No. 3 hard winter wheat and No. 4 hard winter wheat as described in the rules. It would be a very easy thing you know to run everything by rule, but you will find it an impracticable and impossible proposition to export from this country on a basis of a moisture test and be fair to the farmer and to the country dealer. You can not do it.

My motion is that the question be considered first in its entirety, and next that we take up the different grades of wheat, oats, corn and barley, and discuss them separately.

Jas. Simpson: If I am in order I would like to be enlightened with respect to how some of these things were arrived at. I think before going to a discussion of this seriatim that we would like to ask a question or two. To my mind this paper is going to be bored so full of holes that it will not hold baled hay. It looks to me as tho a committee would necessarily need to be appointed, representing merchants who come in direct contact with the people who use the stuff.

Mr. Culver: The directors of this Ass'n requested us to draw up uniform rules as the stuff was actually inspected, and this is taken from the actual inspection basis as the grain is now inspected in the different markets throughout the United States. I realize the point that he wants to get at is with reference to from two to five per cent dirt on different grades of oats. That is what he is shutting out. But I want to tell you that 98 per cent oats are pretty good oats; 95 per cent are pretty good oats. 92 per cent white oats with 5 per cent foreign matter in is a choice grade of oats and supposed to be fair to the trade, to the buyer, to the countryman and to the central market man. (Applause.)

Vice-Pres. Tyng: Gentlemen, the question before us now is how we shall consider this matter. The motion is to



consider it first as a whole and afterwards by grades.

Mr. Wayne: In order to get this matter properly before this convention I move the adoption of this report as published.

Mr. Sager, Chicago: Mr. Chairman and Gentlemen, I am about to move a substitute motion, that this report be considered seriatim; and I do this because I believe in the principle of uniform grading of grain. I do it because the Chicago Exchange of which I am a member has gone on record repeatedly in favor of the general principle of uniformity in grade; but this motion as now presented and which you are considering, that this be adopted as a whole I am convinced would require all the members of the Chicago Ass'n here present to vote against.

The motion was seconded by Mr. Leonhardt, New Orleans.

Mr. Wayne withdrew his motion.

Pre. Reynolds resumed the Chair, stated Mr. Sager's motion and invited remarks.

Mr. E. Wilkinson, Birmingham, Ala.: I rise not to discuss this question just now, but to make a suggestion that it seems to me will economize time. The question as to whether or not this Ass'n is in favor of uniform grades is yet to be established, and it seems to me you have put the cart in front of the horse. Would it not be better to pass upon the question whether or not this Ass'n stands committed to uniform grades, and if it does, then take up the question of grades.

Pre. Reynolds: With the consent of the maker of the other motion I would like to entertain the motion last suggested first.

Mr. Wayne: I move that we favor of uniform grades.

Pre. Reynolds: The motion is that we the Grain Dealers' National Ass'n in convention assembled favor uniformity in the phraseology and terms used in the grading of grain.

The motion carried unanimously.

Pre. Reynolds: We will regard that as the unanimous vote of this Ass'n in favor of the adoption of uniformity in the grading of grain. We will now recur to Mr. Sager's motion, which is that we take up seriatim this report made by the Inspectors' National Ass'n. Gentleman, how shall we do that? Will you have some one read it and where there are no objections pass over each paragraph as satisfactory?

We want to expedite matters all we can. We will have the Sec'y read the rules.

Sec'y Courcier read the proposed rules one at a time and the Chair invited remarks in each case. Where no objections were offered the rule was passed. There was no objection to the rules governing white winter wheat, hard winter wheat, spring wheat, Durum or Macaroni wheat, Velvet Chaff wheat, Pacific Coast wheat, and mixed wheat.

As to red winter wheat some changes were made.

The rule for No. 2 Rye was changed as to percentage of other grain or foreign matter. Otherwise the rye rules were not amended.

Adjourned to 8:30 a. m. Saturday.

Three trolley cars of grain dealers were taken en masse to the Annheuser-Busch brewery where the mysteries of beer making was explained to them. Nearly all left, determined to fight the prohibition wave.

## SATURDAY MORNING'S SESSION

After calling the dealers to order Pre. Reynolds said: It has been suggested that we begin with the bill of lading matter this morning, but Mr. Lincoln is not here and so we will begin right where we left off with the consideration of the grading rules.

Sec'y Courcier proceeded with the reading of the proposed uniform grading rules from a point where the same had been suspended the day previous.

Pre. Reynolds: We took the liberty in preparing this program of selecting one or two numbers that would have direct bearing on our relations with the railroads; and I am very happy to be able to have this personal friend of mine who has had years of experience and has given his life to the railroads and railroad business, and more particularly to that branch of the railroad business which has brought him in contact with the people who patronize the railroads, and in later years to be identified in a large way with the railroads themselves. This gentleman I have known all my life, and I take particular pleasure in introducing to you Mr. L. A. Clark, Traffic Manager of the Ball Bros., of Muncie, Ind. (Applause.)

Mr. Clark read a lengthy paper defending the railroads of the country.

Mr. E. L. Rogers: I move a vote of thanks be tendered for the able, instructive, interesting and most eloquent address so well delivered by Mr. Clark.

Seconded, and carried by rising vote.

Pre. Reynolds: Some circumstances work around in a peculiar manner. The gentleman who has just addressed you has been very intimately connected with this bill of lading question that we are going to discuss. That fact was not, however, in my mind when I invited Mr. Clark here. I know this much about it, that whatever objections we may have to the bill of lading proposed, that the men who wrote and promulgated it were at least trying to make an advancement. We acknowledge that they have made some advancement, and as Mr. Clark is not the kind of a man to resent any criticisms that might be cast upon him or the bill of lading on account of his connection with it—for I happen to know that he was one of the three men that wrote that bill of lading that we are about to consider, and who put it up to the Interstate Commerce Commission who accepted it without changing one jot or tittle of it—therefore we might get their able criticism and explanation.

We will now have the report of the special Bill of Lading Committee by Mr. Eckhardt.

W. N. Eckhardt: Your Committee appointed by the President to consider the matter of uniform bill of lading met immediately after its appointment and had the very able assistance of Mr. Lincoln, Traffic Manager of the St. Louis Merchants' Exchange. We are very grateful to him for information and a great deal of help in presenting these matters to you.

Our report is embodied in the following resolutions, to which we invite your consideration:

### B/L Committee Report.

Whereas: The Interstate Commerce Commission in a report under date of June 27th, 1908, Order No. 787, has recommended a uniform bill of lading for adoption and use by all carriers subject to the act to Regulate Commerce from and after the first day of November, 1908; and Whereas: The railroads have notified the

shipping public that on November 1st, 1908, the form of uniform bill of lading will be put into effect; and

Whereas: The American Bankers' Ass'n has adopted resolutions recommending to its members that they handle for value either "order bills of lading" issued by carriers in the United States on the form recommended by the Interstate Commerce Commission or so-called "clean order bills of lading," without conditions, being the form recommended by the National Industrial Traffic League to the Interstate Commerce Commission; and

Whereas: The form of bill of lading recommended by the Interstate Commerce Commission is the result of years of study and negotiation by a committee of carriers and a committee of shippers appointed at the instance of the Interstate Commerce Commission; and

WHEREAS: The proposed forms of bill of lading are in the direction of greater simplicity altho more or less of a compromise between opposing factions; and

WHEREAS: The Interstate Commerce Commission has stated of the bill of lading that "The results of practical operation may disclose defects not at present perceived, and further adjudications by the courts may require a change in some of its provisions" and "If it proves otherwise under the test of experience the Commission will exercise its corrective authority as to any matter within its jurisdiction"; therefore, be it

RESOLVED: That we express to the Interstate Commerce Commission our appreciation of their efforts towards securing a more simple form of bill of lading and, while protesting against some of the provisions thereof; be it

RESOLVED: That we recommend to our members a compliance with the recommendation of the Interstate Commerce Commission in the use of the proposed uniform bill of lading; and be it further

RESOLVED: That the attention of the Interstate Commerce Commission be directed to the following objectionable paragraphs contained in said bill of lading for their investigation and further order compatible with the evidence introduced.

In Section 1, "Discrepancies in elevator weights." These words should be eliminated from the bill of lading as misleading, confusing and creating conflict between shipper and carrier. It is recognized that carriers can not be held responsible for discrepancies in elevator weights when such discrepancies are due to causes beyond their control, but it is held by shippers that where there is a discrepancy between weight obtained at point of shipment and accepted by carrier and shipper in good faith, and weight at point of delivery it should be a matter of proof as to whether the discrepancy is due to loss of grain while in the possession of carrier or due to causes beyond the control of carrier. By leaving in the words as at present it affords ground for refusal to pay for losses due to negligence of carrier.

In Section 3, Paragraph 2, provision is made for basis to be used in adjustment of loss-and-damage claims on basis of invoice price at time and place of shipment. Such an adjustment would frequently operate to the loss and disadvantage of shipper and it is recommended that the paragraph in question be so amended as to provide:

"The amount of any loss or damage for which any carrier is liable shall be computed on the basis of the value of the property (including the freight charges, if prepaid), unless a lower value has been represented in writing by the shipper or has been agreed upon or is determined by the classification or tariffs upon which the rate is based, in any of which events such lower value shall be the maximum amount to govern such computation, whether or not such loss or damage occurs from negligence."

In Section 3, Paragraph 3, with reference to presentation of claims. It is held that the paragraph as it now reads is unlawful as the carrier can not relieve itself by contract from its statute obligations and the statute of limitations. It is recommended that this paragraph be made suggestive and not obligatory and should be amended to read substantially as follows:

"Claims for loss, damage or delay should be made in writing to initial or delivering carrier within four months after delivery of property, or in case of failure to make delivery, then within four months after a

reasonable time for delivery has elapsed."

In Section 4, provision should be made for notice of arrival and 48 hours allowed within which time to give disposition instructions before delivery of grain to railroad, public or licensed elevator; and be it further

**RESOLVED:** That The Grain Dealers National Ass'n co-operate with the National Industrial Traffic League to secure the modifications desired and that members of the association file with the Chairman of the Bill of Lading Committee setting forth in detail such objections as may be found to the conditions embodied in the new uniform bill of lading.

#### Objects to 10% Penalty.

**WHEREAS:** The carriers in Official Classification territory in connection with the adoption of the new uniform bill of lading have injected into their classification a rule providing that shipments not carried under the terms of the uniform bill of lading will be subject to a ten per cent penalty in the way of an advance in rates; be it

**RESOLVED:** That the Grain Dealers National Ass'n objects to the incorporation of such rule in the tariffs and classification of the carriers as unreasonable, unjust and unlawful and that this Association will co-operate with other organizations in securing the cancellation and elimination of said objectionable rule and regulation.

Mr. Eckhardt: We offered that last resolution in view of the fact that the penalty clause as provided in the official classification provides that there shall be a ten per cent higher rate or penalty charged where the uniform bill of lading is not accepted. We offer that separately because it is not part of the recommendation of the Interstate Commerce Commission. I move the adoption of the resolution.

The motion was seconded by E. L. Rogers.

Prest, Reynolds: Have you any remarks? Personally I think that about covers the ground; but before we take a vote on it Mr. Clark has just said something to me that I want him to say to you very briefly on this subject.

L. A. Clark: Gentlemen, I did not expect to say a word on this matter; but your President asked me my views about it. None of us are satisfied with the bill of lading as it is, that goes without saying. The Interstate Commerce Commission is supposed to go farther. They have asked shippers to accept this so far as they can, that there are changes and amendments yet to follow. This, gentlemen, is only a step in the right direction. There is a strong disposition on the part of the railroads to meet you and meet us more than half way. They are coming to it. We are going to get together on this as we are going to get together on all the other grade problems that have divided us. You are perfectly right, gentlemen, in your suggestions. (Applause.)

Mr. Lincoln: I can not see that the sentiment of the shipping public generally is expressed in the resolution as relating to the bill of lading. It has a recommendation that the bill of lading which has been recommended by the Interstate Commerce Commission, as it is the tribunal representing the public and the carriers, be adopted under protest as to the exceptional features contained in it. As to the ten per cent penalty clause, I would state that that is no part of the bill of lading as recommended by the Interstate Commerce Commission; therefore it was the judgment of the Bill of Lading Committee that it should be dealt with under a separate resolution. The bill of lading has been made part of the ten per cent penalty clause by the interpretation of the rule in the classification and tariffs; and it is felt that that feature as to the action of carriers in incorporating in their classification and tariffs a penalty clause where the uniform

bill of lading was not used, should be handled separately and distinct and I believe is so handled by the Illinois Manufacturers' Ass'n with whom I am in close touch, and by the National Industrial Traffic League, and other industrial organizations.

Prest, Reynolds: We are now on the question of the adoption of the resolutions presented by the Bill of Lading Committee. Are there any remarks?

The resolutions were adopted without debate.

Prest, Reynolds: I want to say right here that I hope that the new administration will refer this matter to the Transportation Committee, or else see fit to continue this Bill of Lading Committee. I want also to say lest some should think that we are not mindful of these very important matters along the line of railroad legislation and railroad management that we have under consideration also this shrinkage in transit proposition, the responsibility of railroads for promulgating rates and the responsibility of railroads for rate quotations made by local agents. All these matters are under careful consideration by the present management of the Association.

We have done a great deal in this meeting, but the clinching argument amongst all the things that we have considered will be the resolutions that are to come up and that will express to the public and convey to Congress and others in authority knowledge of the position which we assume and of the platforms on which we stand on all these public questions.

## Report of Resolutions Committee.

Mr. Grimes then proceeded with the reading of the resolutions.

Prest, Reynolds: Gentlemen, the resolutions are before you for consideration except the one which is recommended for consideration later. What is your pleasure as to the resolutions?

The resolutions favorably reported by the Committee and adopted follow:

### Resolutions.

#### Protest Against Anti-Future Legislation.

**WHEREAS,** The buying and selling grain for future delivery as now conducted on the leading exchanges and boards of trade performs a necessary and useful service in the marketing distribution of the crops of our country, beneficial alike to the producer and consumer; therefore,

**RESOLVED,** that the Grain Dealers National Ass'n in convention assembled protest against the enactment by Congress of legislation intended to restrict the rights of contract in regard to the purchase or sale of grain and other agricultural products for future delivery as now bought and sold upon the leading exchanges and boards of trade in this country, and

**RESOLVED,** that the members of this Association request their representatives in congress to oppose such legislation.

#### Demand Settlement of Each Claim for Shortage On Its Merits.

**WHEREAS,** it is the custom on the part of some of the carriers to make an arbitrary deduction when settling claims for loss or damage on grain while in transit on the plea of "natural shrinkage," and

**WHEREAS,** there is nothing in the law that contemplates an arbitrary deduction for "natural shrinkage," and as to whether there is "natural shrinkage" or not is a matter of proof, be it

**RESOLVED,** that we, the Grain Dealers National Ass'n, object to settlement being made on the basis of an arbitrary deduction for "natural shrinkage," and that we shall insist that all claims for loss or damage on grain while in transit shall in all cases be settled on their merits.

#### Rate Quotations; Responsibility of Carriers For.

**WHEREAS,** the law provides that a rate as published on file in Washington is a legal rate, and a different rate cannot be protected without being in violation of the law; and

**WHEREAS,** the law places the burden of responsibility for incorrect rates upon the shipper; and

**WHEREAS,** commercial transactions of the greatest importance and involving large sums of money are predicated upon the transportation rate; and

**WHEREAS,** shippers are necessarily dependent upon agents of carriers for the legal rate to be charged by the transportation company; be it

**RESOLVED,** that the Grain Dealers National Ass'n recommend to Congress to amend the Interstate Commerce Act so that Officers or Agents of the carriers be obliged to quote rates in writing upon application and be responsible therefor, and give rates upon bills of lading upon request and be responsible therefor, and that the shipper be permitted to seek reparation by reason of erroneous quotations through the medium of the Interstate Commerce Commission, and to avoid the possibility of favoritism through misquotations purposely made, the carrier shall be penalized by a fine

#### Approval By Interstate Commerce Commission of Tariffs Effecting Advance of Rates Before Same Become Effective.

**WHEREAS,** the Interstate Commerce Act prohibits the carriers from engaging in transportation except under tariffs prepared, filed and posted to the public in the manner prescribed, and prohibits the carriers from charging, demanding, collecting or receiving from any person for any service a greater or less or different compensation than that sum prescribed in such tariff; and

**WHEREAS,** the Supreme Court of the United States has enunciated the principle that the courts did not have jurisdiction as to the reasonableness of a lawfully established rate which had not been condemned by the Commission, and, would the courts assume jurisdiction in such matters, and the Commission also, there would be conflict and chaos, (Texas and Pacific Railway Company v. Cisco Oil Mill, 204 U. S. 449); and

**WHEREAS,** many complications growing out of restraining orders issued by Federal Courts in their various jurisdictions against rates and tariff regulations of the carriers proposed to be put into effect, orders in such cases being limited to the parties before it and to the territory under the jurisdiction of the court; and

**WHEREAS,** the granting of such injunctions as to rates, rules and regulations proposed to be put into effect creates, as between individuals and communities, the very discriminations prohibited by the Interstate Commerce Act, the carriers being placed under the necessity of violating the act or disobeying the court's order; and

**WHEREAS,** litigation arising between both the carriers and the shippers could be avoided by placing additional power with the Interstate Commerce Commission as to rates, rules and regulations proposed to be effective, be it

**RESOLVED** by the Grain Dealers National Ass'n that we recommend to Congress that the Interstate Commerce Act be so amended as to provide that when any advance in a rate or a change in any regulation or practice which effects an increase in its charges and is protested against by complaint to the Interstate Commerce Commission, the Interstate Commerce Commission shall have the power in its discretion to prohibit the taking effect of the advance or change until matters have been finally heard and determined as required by Sections 13 and 15 of the Interstate Commerce Act.

#### Right of Shippers to Route Freight.

**WHEREAS,** the carriers have established joint through rates and have elected in some cases to reserve to themselves the right to intermediate routing; and

**WHEREAS,** shippers should be able to avail themselves of the routing advertised by common carriers; and

**WHEREAS,** the routing of his property is a right and a legitimate asset of the owner, be it

**RESOLVED,** by the Grain Dealers' National Ass'n that the Act to regulate Interstate Commerce be amended by the addition of a new Section reading as follows:

"Section 1.—(A) That from and after the passage of this Act any shipper engaged in shipping freight in interstate commerce shall have the right and privilege of routing their shipments and of prescribing and directing over what connecting line freight so shipped shall be transported, and it shall be the duty of the initial carrier to observe the direction of such shipper and to cause such freight to be transported over such connecting lines as may be directed and required by such shipper.





but the member of the Exchange who executes the order, if he is a law observing merchant, if he is intelligent and knows what his duties are, never loses sight of the fact that when he executes that order he enters into an obligation to deliver the grain that he buys and to deliver the grain that he sells, and until that obligation is discharged the transaction is never consummated.

I think that those who have always been inveighing against the buying and selling of grain for the future are either prejudiced or narrow-minded. Those who wager upon the price of grain in bucket shops are only indulging that gambling spirit which seems to pervade the human race and which seeks gratification in any line of adventure.

Privileges: I do not mean to say that occasionally there may not be excuse or justification for buying a privilege or selling a privilege, a "put" or a "call," in order to protect a man in some large transaction that is consummated; but I do say that the Exchange which encourages daily transactions in these privileges is lowering the dignity of the grain trade (Applause) and that no well-regulated exchange will enforce any contract that is the result of a privilege. It is just these practices, my friends, that has brought our business into disrepute; it is such practices as these that cause other people to misunderstand us.

We wish to maintain the record that has been made in the grain trade. In the political conflict which is now going on all over the country, and which unfortunately every four years disturbs business and unsettles value—all agree that the wealth of the country is produced by those who till the soil or delve in the mines. We take no issue with that; but we do say that we who handle the raw products of this country yield place to no other class, or to any other line of business in what we claim to contribute to the wealth of the country. (Applause) The farmer may plant and the railroad may haul, but it is the merchant that gives value to the product and brings the raw material to the hands of the manufacturer.

Before railroads were, before the potentialities of steam were applied on land or on sea, the grain merchant was. And now that the ox team has been supplanted by the locomotive and the pack-horse has been replaced by the dynamo, the grain merchants is still merchandising grain, ready at all times to buy it from the producer, and ready also to deliver to the consumer when demand requires. That is the record that the grain merchants of this world have made from the beginning and which has been maintained in the United States since our independence was acknowledged. It has kept pace with all the advances in science and with all the changes in the laws of the country.

Look at some of the men within my recollection when the railroad has been members of the Grain Dealers' National Ass'n of the United States, or were grain dealers before the Ass'n was organized. When nearly a third of a century ago I established the house which still exists I remember well who were my main correspondents.

In the city of New York they were David Dows & Co. and Franklin, Edson & Co. David Dows has joined the great majority; but he had attained a position of eminence in the community in which he lived, and no man in the metropolis of the country was more highly respected and beloved than was David Dows. His partner, Mr. Alexander E. Orr, survives him. Mr. Orr is no longer engaged in the grain business, but to-day he enjoys the confidence of the people of New York to as great an extent as any citizen within the limits of that city. When they were facing the problem of congestion in the business districts and the subway was projected, Mr. Orr was made a member of the Subway, and it was his genius that guided it. He commanded the respect of the people and of the municipal authorities. He solved the problem; and when later one of the great life insurance companies of this country as the result of a premeditated attack was about to lose the confidence of the people, Mr. Orr was called to the helm and he steered it safely through its difficulties.

Mr. Franklin Edson has also joined the great majority. He was indeed a grain man in New York and he was honored by the people of that city in being elected its Mayor.

In Baltimore my main correspondent was Gill & David. John Gill still lives; he is respected in Baltimore and is the President of about the largest financial institution of that city or section.

In Chicago my correspondents were McCormack, Adams & Co., Reamy & Co.,

and W. T. Baker. Mr. Baker was many times President of the Exchange and served a term as President of the World's Columbian Exposition. He has crossed the Divide; but he left behind him a reputation for character, courage and ability which is a credit to the grain trade to-day. Mr. McCormack and Mr. Adams have also crossed the great Divide; but they left reputations of which every grain man in this country may well be proud. Mr. Reamy survives; he is no longer a grain merchant. His excellent judgment and his force of character have aided materially in organizing and managing some of the greatest enterprises of this country, notable among which are the U. S. Steel Corporation and the Pullman Company.

St. Louis about the first acquaintance I made in the grain trade when I was a boy was a man who was subsequently elected Lieutenant-Governor of this state but since that time has been a prominent and influential citizen of St. Louis and of the Mississippi Valley. I am glad to see present with you on this occasion Mr. E. O. Starnard.

I could name many other men who have been associated with the grain trade of this country, but it is not necessary nor will time permit; but it is true there have been commercial failures in this business. It has met with vicissitudes time and again without number, but what trade has? What trade has had the difficulties to contend with which we have encountered? Every time a railroad changes its rate the value of our vested property is affected; every time a new railroad is constructed, every time a new section of the country is opened, there are new factors that enter into the determination of the price of grain that influences the trend of the grain of the country and affects the value of the permanent investments we may have. I have seen elevators which at one time were cheap at half a million dollars sold for the value of the wreckage; so have you. I do not know that we have seen the last of it.

I am glad to say, however, that the same spirit that has characterized this grain trade since my knowledge of it continues to prevail. I am glad to see this effort to bring about concert of action, because concert of action among the intelligent people of this country cannot but be prolific of good results.

Uniform Grades: I am not going to speak upon the subject which seems to have been dividing you; it is one about which I have deliberated time and time again. I should like to have heard the arguments which have been presented here pro and con on the subject of the uniform grading of grain. I am in favor of anything that will promote the general interests of the grain trade, not only because I have been associated with it and take a personal interest in it; but because whatever helps that interest helps the entire country.

Equal Opportunity: But my friends, there is just one thing to which I want to call your attention in this connection which is higher and of more importance to us than our commercial profit; and that is the fact that we have inherited institutions in this country which must be preserved in their entirety and handed down to those who come after us. If we would do that we should not let the grain trade or any other great interest in this country drift into the hands of one or of a very few individuals; we should always adopt rules that will give everybody an equal opportunity.

Same Rates to All: I hail with delight this new era in railroad transportation which gives to every man shipping the same kind of service at the same rate. I suffered under a discrimination in that regard when I was trying to get ahead in the grain trade, and altho I have been favored with more or less success on account of luck, I was always as I thought discriminated against by the great transportation lines of this country in the rates that they gave to their favorite shippers. I am glad that that has come to an end. I believe that every man who ships a carload of grain should have the same rate as any other man who ships a carload of grain over the same road for the same distance. (Applause.)

Whatever rule you may adopt or whatever practice may be followed by the grain trade of this country will be adopted and followed with a view to giving every man an equal opportunity. I am not inveighing against wealth or the accumulation of wealth; I believe in property, and in rights of property; I think they should be protected; but I do not believe that the accumulation of a great amount of wealth by the man who enjoys special privileges

**Pure Owl Brand Cottonseed Meal**  
41 per cent Protein Guaranteed  
Analysis Registered  
Richest Cattle Food yet known.  
Write for our booklet and prices.  
**F.W. Brode & Co., Memphis, Tenn.**  
Established 1875

## IDEAL BOILER COMPOUND.

A vegetable compound of superior quality that will clean your boilers of incrustation at a minimum cost, and is perfectly harmless to boiler or connections.

**IDEAL BOILER COMPOUND COMPANY,**  
(Not Inc.)

Nineteenth and Grove Sts. CHICAGO



## THE ATLAS CAR-MOVER

Manufactured exclusively by

**The Appleton Car-Mover Co.**  
Appleton, Wis., U. S. A.

is decidedly the best and most powerful Car-Mover on the market, and supersedes all others wherever introduced. Try "ATLAS." It will pay for itself in a few hours' use.

## Now Is The Time

to purchase our improved

## Chief Ear Corn Feeder

Will feed any kind of grain. Light running, durable, strong.

You will want this machine for your elevator before the new corn crop begins to move. Let us ship one NOW. Our price is right.

**THE NATIONAL FOLDING MACHINE COMPANY**  
SIDNEY, OHIO.

Western Representatives, P. H. Pelkey Construction Co., Wichita, Kansas.  
Chicago Representatives, H. W. Caldwell & Son Company.





is compensated for by his becoming liberal and giving that money away. (Applause.) I rather feel that our manhood can be best encouraged and preserved if every man is given an opportunity, and then the fittest will survive.

A kind providence has greatly favored this country. We have here a fertile soil that can produce more than enough to feed the world. Our population is intelligent and endowed with freedom; and we possess a great water system which enables us if properly taken advantage of to transport our surplus products to less favored lands. We have met in waterway conventions, and we have resolved for at least thirty-five years, I have been participating in those conventions for that period of time or longer. There has been no difference of opinion as to what was our interest; but we have come to that point now, my friends, where there must be intelligent concerted action. I want to impress upon the grain men of this country that if they will once have this great Mississippi River improved and connected with the great lakes by a canal 22 ft. deep and 20 ft. wide, that then the grain trade of the country will not be subject to the violent fluctuations in the value of investment properties that it has been in the past. I know that this is a gigantic work; that it can only be accomplished after a thoro plan is adopted and pushed with vigor; but the longer we delay it the greater the cost will be to us.

The transportation of the traffic of this country has overtaken its transportation facilities. In Europe only the light freight and passengers go by rail, and their rail rates are at least twice to three times as much as ours. Their passenger and their freight rates are at least twice in my judgment or three times what ours are per mile. Still their railroads do not carry heavy freight; the heavy freight is carried by canal. The tonnage of this country is increasing yearly, and it will have become so great in the next five or ten years that the railroads will be enabled to advance their rates and there will be a great congestion of business. The way to relieve the situation is to improve our waterways.

I am glad to have had this opportunity to meet again those who handle so important a commodity in this country as its grain products. I believe that the rules that regulate the handling of grain in the United States through your efforts are being placed upon a higher plane; and I am sure that so long as their formulation is in the hands of the different exchanges and associations in this country, as they exist to-day, that the standard will not be lowered, and that all of the members of the grain trade of the country will follow them, not because it is to their interest to observe them, but for a higher reason, and that is, because they are right. (Applause.)

Mr. Sager: Mr. President, I move you that the Association express by rising vote its thanks and appreciation to Ex-Governor Francis for the very able, interesting and instructive address with which he has favored us.

Carried by rising vote.

Prest. Reynolds: I would be remiss in this the first convention that we have recently held west of the Mississippi river if I did not ask you to hear about ten words said with regard to the Grain Dealers' National Mutual Fire Insurance Co. I will ask your indulgence for just a few minutes along that line. The Company is an institution organized to reduce rates on insurance in country elevators, and it has succeeded in accomplishing its objects splendidly. We will hear from Mr. H. N. Knight, President of the Company, or from Mr. McCotter, if either are in the room. Mr. Knight, will you favor us?

Mr. Knight: We are very proud of the record that we have on insurance; we have something like \$16,000,000 insurance on our books. We are trying to give the grain dealers insurance at actual cost; we would like to have you all with us.

Prest. Reynolds: Now we will take up the grading rules for further consideration, and begin on corn.

Sec'y Courcier then proceeded to read

the remainder of the proposed grading rules, section by section, the convention acting on each, in some cases eliciting considerable discussion, particularly as to the percentage of moisture, etc., in corn. Having gone deliberately through the entire list from the point where the same was interrupted before, the question was taken on a motion to adopt the entire rules as amended, and the same carried without a dissenting voice.

## New Inspection Rules as Adopted.

### White Winter Wheat.

No. 1 White Winter Wheat shall include all varieties of pure soft white winter wheat, sound, plump, dry, sweet and clean, and weigh not less than 58 lbs. to the measured bushel.

No. 2 White Winter Wheat shall include all varieties of soft white winter wheat, dry, sound and clean, and shall not contain more than 8 per cent of soft red winter wheat, and weigh not less than 56 lbs. to the measured bushel.

No. 3 White Winter Wheat shall include all varieties of soft white winter wheat. It may contain 5 per cent of damaged grains other than skin-burnt wheat, and may contain 10 per cent of soft red winter wheat, and weigh not less than 53 lbs. to the measured bushel.

No. 4 White Winter Wheat shall include all varieties of soft white winter wheat not fit for a higher grade in consequence of being poor quality, damp, musty or dirty, and shall not contain more than 10 per cent of soft red winter wheat, and weigh not less than 50 lbs. to the measured bushel.

### Red Winter Wheat.

No. 1 Red Winter Wheat shall be soft pure red winter wheat of both light and dark colors, sound, sweet, plump and well cleaned, and weigh not less than 60 lbs. to the measured bushel.

No. 2 Red Winter Wheat shall be soft red winter wheat of both light and dark colors, sound, sweet and clean, shall not contain more than 5 per cent of No. 2 white winter wheat, and weigh not less than 58 lbs. to the measured bushel.

No. 3 Red Winter Wheat shall be soft sound red winter wheat not clean or plump enough for No. 2, shall not contain more than 8 per cent of No. 3 white winter wheat, and weigh not less than 55 lbs. to the measured bushel.

No. 4 Red Winter Wheat shall be soft red winter wheat, shall contain not more than 8 per cent of No. 4 white winter wheat. It may be damp, musty or dirty, but must be cool, and weigh not less than 50 lbs. to the measured bushel.

### Hard Winter Wheat.

No. 1 Hard Winter Wheat shall include all varieties of pure, hard winter wheat, sound, plump, dry, sweet and clean, and weigh not less than 61 lbs. to the measured bushel.

No. 2 Hard Winter Wheat shall include all varieties of hard winter wheat of both light and dark colors, dry, sound, sweet and clean, and weigh not less than 59 lbs. to the measured bushel.

No. 3 Hard Winter Wheat shall include all varieties of hard winter wheat of both light and dark colors, not clean or plump enough for No. 2, and weigh not less than 56 lbs. to the measured bushel.

No. 4 Hard Winter Wheat shall include all varieties of hard winter wheat of both light and dark colors. It may be damp, musty or dirty, and weigh not less than 50 lbs. to the measured bushel.

### Northern Spring Wheat.

No. 1 Hard Spring Wheat shall be sound, bright, sweet, clean, and consist of over 50 per cent of the hard Scotch Fife, and weigh not less than 58 lbs. to the measured bushel.

No. 1 Northern Spring Wheat shall be sound, sweet and clean, may consist of the hard and soft varieties of spring wheat, but must contain a larger proportion of the harder varieties, and weigh not less than 57 lbs. to the measured bushel.

No. 2 Northern Spring Wheat shall be Spring Wheat not clean enough or sound enough for No. 1, but of good milling quality, and must weigh not less than 56 lbs. to the measured bushel.

No. 3 Northern Spring Wheat shall be composed of soft inferior, shrunk or spring wheat and weigh not less than 54 lbs. to the measured bushel.

No. 4 Northern Spring Wheat shall include all inferior spring wheat that is badly shrunken or damaged and weigh not less than 49 lbs. to the measured bushel.

Rejected Spring Wheat shall include all varieties of wheat sprouted, badly bleached, or from any other cause unfit for No. 4.

### Spring Wheat.

No. 1 Spring Wheat shall be sound, plump and well cleaned, and weigh not less than 59 lbs. to the measured bushel.

No. 2 Spring Wheat shall be sound, clean, of a good milling quality and weigh not less than 57½ lbs. to the measured bushel.

No. 3 Spring Wheat shall include all inferior, shrunken or dirty spring wheat, and weigh not less than 53 lbs. to the measured bushel.

No. 4 Spring Wheat shall include all spring wheat damp, musty, grown, badly bleached, or from any cause which renders it unfit for No. 3.

### White Spring Wheat.

The grades of Nos. 1, 2, 3 and 4 White Spring Wheat shall correspond with the grades of Nos. 1, 2, 3 and 4 Spring Wheat and shall contain not more than 5 per cent of red spring wheat.

### Durum (Macaroni) Wheat.

No. 1 Durum Wheat shall be bright, sound, dry, well cleaned and be composed of durum, commonly known as macaroni wheat, and weigh not less than 60 lbs. to the measured bushel.

No. 2 Durum Wheat shall be dry, clean, and of good milling quality. It shall include all durum wheat that for any reason is not suitable for No. 1 durum, and weigh not less than 58 lbs. to the measured bushel.

No. 3 Durum Wheat shall include all durum wheat bleached, shrunken, or for any cause unfit for No. 2, and weigh not less than 55 lbs. to the measured bushel.

No. 4 Durum Wheat shall include all durum wheat that is badly bleached or for any cause unfit for No. 3.

### Velvet Chaff Wheat.

No. 1 Velvet Chaff Wheat shall be bright, sound and well cleaned, and weigh not less than 57 lbs. to the measured bushel.

No. 2 Velvet Chaff Wheat shall be sound, dry, clean, may be slightly bleached, or shrunken, but not good enough for No. 1, and weigh not less than 56 lbs. to the measured bushel.

No. 3 Velvet Chaff Wheat shall include all wheat that is bleached, smutty or for any other cause unfit for No. 2, and weigh not less than 54 lbs. to the measured bushel.

No. 4 Velvet Chaff Wheat shall include all wheat that is very smutty, badly bleached and grown, or for any other cause unfit for No. 3.

### Pacific Coast Wheat.

No. 1 Pacific Coast Red Wheat shall be dry, sound, clean and free from smut and weigh not less than 59 lbs. to the measured bushel.

No. 2 Pacific Coast Red Wheat shall be dry, sound, clean and only slightly tainted with smut and alkali, and weigh not less than 58 lbs. to the measured bushel.

No. 3 Pacific Coast Red Wheat shall include all other Pacific Coast red wheat. It may be smutty or musty, or from any other reason unfit for flouring purposes, and weigh not less than 54 lbs. to the measured bushel.

NOTE.—Pacific Coast White Wheat shall be graded according to the rules for Pacific Coast Red Wheat, and in case of a mixture of Pacific Coast wheat with our home grown wheat, red or white, such mixture shall be graded "Pacific Coast Wheat."

### Mixed Wheat.

In case of an appreciable mixture of hard and soft wheat, red and white wheat, durum and spring wheat, with each other, it shall be graded according to the quality thereof, and the kind of wheat predominating shall be classed as No. 1, 2, 3, or 4 mixed wheat, and the inspector shall make notation describing its character.

### Rye.

No. 1 Rye shall be dry, sound, plump, sweet and well cleaned and shall weigh not less than 57 lbs. to the measured bushel.

No. 2 Rye shall be dry, sound and contain not more than one per cent of other grain or foreign matter, and weigh not less than 55 lbs. to the measured bushel.

No. 3 Rye shall include inferior rye not unsound, but from any other cause not

good enough for No. 2, and weigh not less than 53 lbs. to the measured bushel.

No. 4 Rye may be damp, musty or dirty, and weigh not less than 50 lbs. to the measured bushel.

## White Oats.

No. 1 White Oats shall be white, dry, sweet, sound, bright, clean, free from other grain and weigh not less than 32 lbs. to the measured bushel.

No. 2 White Oats shall be 95 per cent white, dry, sweet, shall contain not more than one per cent each of dirt or foreign matter, and weigh not less than 29 lbs. to the measured bushel.

Standard White Oats shall be 92 per cent white, dry, sweet, shall not contain more than two per cent of dirt and two per cent of other grain, and weigh not less than 28 lbs. to the measured bushel.

No. 3 White Oats shall be sweet, 90 per cent white, shall not contain more than three per cent of dirt and five per cent of other grain, and weigh not less than 24 lbs. to the measured bushel.

No. 4 White Oats shall be 90 per cent white, may be damp, damaged, musty or very dirty.

NOTICE.—Yellow Oats shall not be graded better than No. 3 white oats.

## Mixed Oats.

No. 1 Mixed Oats shall be oats of various colors, dry, sweet, sound, bright, clean, free from other grain and weigh not less than 32 lbs. to the measured bushel.

No. 2 Mixed Oats shall be oats of various colors, dry, sweet, shall not contain more than 2 per cent of dirt or foreign matter, and weigh not less than 28 lbs. to the measured bushel.

No. 3 Mixed Oats shall be sweet oats of various colors, shall not contain more than three per cent of dirt and five per cent of other grain, and weigh not less than 24 lbs. to the measured bushel.

No. 4 Mixed Oats shall be oats of various colors, damp, damaged, musty or very dirty.

## Red or Rust Proof Oats.

No. 1 Red Oats or Rust Proof shall be pure red, sound, bright, sweet, clean and free from other grain and weigh not less than 32 lbs. to the measured bushel.

No. 2 Red Oats or Rust Proof shall be seven-eighths red, sweet, dry and shall not contain more than two per cent dirt or foreign matter, and weigh 30 lbs. to the measured bushel.

No. 3 Red Oats or Rust Proof shall be sweet, seven-eighths red, shall not contain more than five per cent dirt or foreign matter and weigh not less than 24 lbs. to the measured bushel.

No. 4 Red Oats or Rust Proof shall be seven-eighths red, may be damp, musty, or very dirty.

## White Clipped Oats.

No. 1 White Clipped Oats shall be white, clean, dry, sweet, sound, bright, free from other grain, and weigh not less than 35 lbs. to the measured bushel.

No. 2 White Clipped Oats shall be 95 per cent white, dry, sweet, shall not contain more than 2 per cent of dirt or foreign matter and weigh not less than 32 lbs. to the measured bushel.

No. 3 White Clipped Oats shall be sweet, 90 per cent white, shall not contain more than 5 per cent of dirt or foreign matter, and weigh not less than 30 lbs. to the measured bushel.

No. 4 White Clipped Oats shall be 90 per cent white, damp, damaged, musty or dirty, and weigh not less than 30 lbs. to the measured bushel.

## Mixed Clipped Oats.

No. 1 Mixed Clipped Oats shall be oats of various colors, dry, sweet, sound, bright, clean, free from other grain, and weigh not less than 35 lbs. to the measured bushel.

No. 2 Mixed Clipped Oats shall be oats of various colors, dry, sweet, shall not contain more than 2 per cent of dirt or foreign matter, and weigh not less than 32 lbs. to the measured bushel.

No. 3 Mixed Clipped Oats shall be sweet oats of various colors, shall not contain more than 5 per cent of dirt or foreign matter, and weigh not less than 30 lbs. to the measured bushel.

No. 4 Mixed Clipped Oats shall be oats of various colors, damp, damaged, musty or dirty and weigh not less than 30 lbs. to the measured bushel.

NOTE.—Purified Oats: All oats that have been chemically treated or purified shall be classed as purified oats and inspectors shall give test weight on each car or parcel that may be so inspected.

## Corn.

The following maximum limits shall govern all inspection and grading of corn:

Grade	Percentage of Moisture	Percentage cob—No. 1 Yellow Corn exclusive of dirt and foreign matter; No. 2 Yellow Corn exclusive of dirt and foreign matter; No. 3 Yellow Corn exclusive of dirt and foreign matter; No. 4 Yellow Corn exclusive of dirt and foreign matter	Percentage dirt and broken grains
1	15	1	1
2	16	5	2
3	19	10	4
4	22	0	0

## White Corn.

No. 1 White Corn shall be 99 per cent white and sweet.

No. 2 White Corn shall be 95 per cent white and sweet.

No. 3 White Corn shall be 95 per cent white and sweet.

No. 4 White Corn shall be 95 per cent white, but shall include damp, damaged or musty corn.

## Yellow Corn.

No. 1 Yellow Corn shall be 99 per cent yellow and sweet.

No. 2 Yellow Corn shall be 95 per cent yellow and sweet.

No. 3 Yellow Corn shall be 92 per cent yellow and sweet.

No. 4 Yellow Corn shall be 92 per cent yellow, but shall include damp, damaged or musty corn.

## Mixed Corn.

No. 1 Mixed Corn shall be corn of various colors and sweet.

No. 2 Mixed Corn shall be corn of various colors and sweet.

No. 3 Mixed Corn shall be corn of various colors and sweet.

No. 4 Mixed Corn shall be corn of various colors, but shall include damp, damaged or musty corn.

## Barley.

NOTE.—These Barley Rules have been adopted by the Barley Association of the United States.

No. 1 Barley shall be sound, plump, bright, clean and free from other grain, and, not scoured nor clipped, shall weigh not less than 48 lbs. to the measured bushel.

No. 2 Barley shall be sound, of healthy color (bright or straw color), reasonably clean and reasonably free from other grains and seeds, and, not scoured nor clipped, shall weigh not less than 46 lbs. to the measured bushel.

No. 3 Barley shall include slightly shrunken or otherwise lightly damaged barley, not good enough for No. 2, and, not scoured nor clipped, shall weigh not less than 44 lbs. to the measured bushel.

No. 4 Barley shall include barley fit for malting purposes, not good enough for No. 3.

No. 1 Feed Barley shall test not less than 40 lbs. to the measured bushel, shall be cool and reasonably free from other grain and seeds, and not good enough for No. 4, and may include barley with a strong ground smell, or a slightly musty or bin smell.

Rejected Barley shall include all barley testing under 40 lbs. to the measured bushel, or barley which is badly musty or badly damaged, and not good enough to grade "feed" barley, except that barley which has been chemically treated shall not be graded at all.

Bay Brewing Barley—The grades of Nos. 1, 2 and 3 Bay Brewing Barley shall conform in all respects to the grades of Nos. 1, 2 and 3 barley, except that they shall be of the Bay Brewing variety, grown in the far west and on the Pacific Coast.

Chevalier Barley—The grades of Nos. 1, 2 and 3 Chevalier Barley shall conform in all respects to the grades of Nos. 1, 2 and 3 barley, except that they shall be of the Chevalier variety grown in the far west and on the Pacific Coast.

Bay Brewing Mixed Barley—In case of admixture of Bay Brewing barley with barley of other varieties, it shall be graded according to the quality thereof and classed as 1-2-3 Bay Brewing Mixed Barley.

Chevalier Mixed Barley—In case of admixture of Chevalier barley with barley of other varieties, it shall be graded according to the quality thereof and classed as 1-2-3 Chevalier Mixed Barley.

## Winter Barley.

No. 1 Winter Barley shall be plump, bright, sound and clean, free from other

## FLEXIBLE TELESCOPING SPOUT

Durable—Easy to Handle

An economical loading spout at a very attractive price.

VARNEY MFG. CO., Leavenworth, Kas.

## Read the Story

of the condition of your grain at all points in storage bins.

No More Anxiety!

No More Useless Turning of Grain!

Use

## THE ZELENY THERMOMETER



Send for circulars

The Multiplex Electric Thermometer Co.  
Red Wing, Minn.

WE WANT YOUR  
ORDERS FOR

Elevating, Conveying,  
and  
Power Transmitting  
Machinery and Supplies

Right Goods

at

Right Prices

Prompt Shipments  
Quality Guaranteed

Let us figure on your bill,  
we can save you money.

POWER APPLIANCE CO.

Successors to

MIDLAND MACHINERY CO.

MINNEAPOLIS MINNESOTA

## RECEIVERS

who want to reach the regular grain  
dealers of the country use space in  
the GRAIN DEALERS JOURNAL



grain, and weigh not less than 48 lbs. to the measured bushel.

No. 2 Winter Barley shall be sound, plump, may be stained, shall contain not more than 3 per cent of foreign matter, and weigh not less than 46 lbs. to the measured bushel.

No. 3 Winter Barley shall include all shrunken, stained and dirty barley, shall contain not more than 5 per cent of foreign matter, and weigh not less than 44 lbs. to the measured bushel.

No. 4 Winter Barley shall include all barley not fit for a higher grade in consequence of being poor quality, damp, musty or dirty; shall contain not more than 10 per cent of foreign matter and weigh not less than 40 lbs. to the measured bushel.

#### Sample Grades—General Rule.

All wheat, barley, oats, rye and corn that is in a heated condition, souring, or too damp to be safe for warehousing, or that is badly bin-burnt, fire-burnt, fire-smoked, or damaged, mixed with garlic, onions, or containing live weevil, exceedingly dirty, or where different kinds of grain are badly mixed with one another, shall be classed as Sample Grade, and the inspector shall make notations as to quality and condition.

Notice.—The inspection departments shall, in no case, make a grade of grain above that of the poorest quality found in any lot of grain inspected, when it has evidently been plugged or otherwise improperly loaded for the purpose of deception. Wheat which has been subjected to scouring, or clipping, or any process equivalent thereto, shall not be graded higher than #3.

#### Manner of Testing Grain With a Testing Kettle.

Place the kettle where it cannot be jarred or shaken. Pour from a scoop, bag or pan, held two inches from the top of the kettle, into the middle of the kettle at a moderate speed until running over. Strike off in a zig-zag manner with the edge of the beam held horizontally.

Mr. Wilkinson: I would like to ask for information. When are we presumed to commence to live up to these new rules, and what steps shall we take to notify the different Exchanges and get them all together?

Mr. Culver: The crop is already harvested and contracts made; and the recommendations of the Chief Inspectors was to put these in force on the new crop next year.

Prest. Reynolds: I will take the liberty of appointing a Committee which I suppose may be appropriately termed the Promulgation Committee; I hope that the gentleman whom I shall name as Chairman will accept the position, and that you will all correspond freely with him and also with our Secretary, and try and get these rules in force as early as possible. I will ask the Secretary to read the Committee that we have been preparing here.

PROMULGATION COMMITTEE: H. N. Sager, Chicago, Ill., Chairman; E. Wilkinson, Birmingham, Ala.; L. W. Forbell, New York, N. Y.; John Dower, St. Louis, Mo.; Alfred Brandeis, Louisville, Ky.; A. C. Gale, Cincinnati, O.; A. G. Tyng, Peoria, Ill.; F. E. Marshall, Philadelphia, Pa.; J. L. McCaul, Minneapolis, Minn.; Chas. D. Jones, Nashville, Tenn.; John Dennis, Baltimore, Md.; Geo. F. Reed, Boston, Mass.; Fred E. Pond, Buffalo, N. Y.; E. L. Southworth, Toledo, O.; A. F. Leonhardt, New Orleans, La.

Prest. Reynolds: Are there other names that you would like to add to this Committee? I shall take the liberty of adding others as time goes along, and will put on any that you will suggest now. We are just beginning our work now in earnest on this line. We have now to put them in force.

I think all the Special Committees have reported now, and if you stay a few moments longer we will let you out. Is there any unfinished business?

We will now take up the election of officers. Mr. Wayne, we will have your report as Chairman of the Nominating Committee.

E. M. Wayne presented the following report:

#### Report of Committee on Nominations.

We, the Committee on Nominations, beg leave to report that while we do not favor the renomination of officers in an Ass'n where there are so many able to fill the various offices, but at the present time with so many matters of vital importance to this Ass'n that have to be formulated and pushed forward by the present Board, we think it best for the good of our Ass'n that the present officers be continued another year, so that the work so well begun may be carried thru successfully. But, in so doing we do not wish to establish a precedent for the future. We therefore recommend for nomination

President—A. E. Reynolds, Crawfordsville, Ind.

First Vice-President—A. G. Tyng, Peoria, Ill.

Second Vice-President—James L. King, Philadelphia, Pa.

Directors for two years—J. W. McCord, Columbus, O.; Arthur R. Sowers, Chicago, Ill.; H. I. Baldwin, Decatur, Ill.; G. L. Graham, St. Louis, Mo.; T. A. Morrison, Kokomo, Ind.

Director for one year—A. B. Bleidt, Lexington, Ky.

The report of the Nominating Committee was received and accepted, and under suspension of the rules the several nominees were elected by acclamation, the question being taken by Mr. Forbell and election announced by him as unanimous.

President-elect Reynolds was called upon for a speech, and responded, as did Vice-Pres. Tyng, and Directors Morrison, McCord, Sowers and Bleidt.

Sec'y Courier: I have to announce the first new application for membership for the new year—The Western Grain Co., Birmingham, Ala. (Applause.)

Prest. Reynolds: I will ask the new Board that has just been elected to meet in Parlor 84 at 2:30 P. M. to lay out the work of the coming year.

In conclusion I cannot in language strong enough express to you my thanks for the hearty support that I have had, and I hope to continue to have interest manifested in the work of the Association and in the efforts of your officers.

Gentlemen, you have done more work in this convention than in any convention that I have ever had the pleasure of attending; you have benefited the grain trade, and you are going home feeling that the thing that two years ago was that impossible is now almost within your grasp—uniform grading.

I thank you, and we will stand adjourned sine die.

#### In Attendance.

Elmo Marsh from Pine Bluff, Ark.  
E. Wilkinson from Birmingham, Ala.  
F. G. Olson from the Sunflower State; headquarters Wichita.

Michigan: J. M. Coup, Saginaw; J. T. Shaw, Detroit; and W. E. Shelden from Jackson.

Nebraska: H. C. Noland, Lincoln; E. P. Peck and F. S. Cowgill, Omaha.  
The only man from Oklahoma—H. C. Clark.

Boston: Geo. F. Reed and A. S. Heathfield.

Pittsburg: Jos. A. McCaffrey, Daniel McCaffrey Sons Co.

Indianapolis sent the following: D. Y. Huyett; Bert A. Boyd; T. A. White; J. T. Gehring; E. W. Bassett, Bassett Grain Co.

Minneapolis: L. B. Sanford; John G. McHugh, Sec'y Chamber of Commerce; J. L. Tracy; G. Morris.

Cairo: H. S. Antrim of H. S. Antrim & Co., and John Thistlewood.

Buffalo: Fred E. Pond, Sec'y Corn Exchange; Geo. H. Gisel, Geo. H. Gisel & Co.; F. A. McLellan.

Cincinnati: D. A. Brown; A. C. Gale; H. E. Richter; F. E. Fleming; G. E. Davis; B. W. Dulaney; P. K. Gale; H. H. Hill, representative August Ferger & Co.

Wisconsin: F. Schumacher, Port Wash-

ington; W. C. Howland and P. L. Johnson, Milwaukee.

Louisville: A. Brandels; H. H. Bingham; J. B. Campbell; Chas. T. Ballard & Son.

TEXAS: J. E. Mugge and Aug. Mugge, San Antonio.

LOUISIANA: A. F. Leonhardt, A. F. Leonhardt & Co. and A. McMillen, New Orleans.

TENNESSEE: J. Allen Smith from Knoxville; S. R. Harolds and J. C. Sanders, Lebanon.

KENTUCKY: A. B. Bleidt, J. M. Haggins and R. S. Logan, Lexington; R. B. Hutchcraft, Paris; J. R. Shaw, Jett.

New York City sent a healthy looking delegation composed of: L. A. Morey, Jones & Morey; C. C. Barney; W. T. Foulks; L. W. Forbell, Forbell & Kipp; Jas. Simpson; J. H. Browne; Edw. Beatty; C. J. Austin.

Memphis was ably represented by: J. W. Fulghum; S. F. Pease; H. J. Hasenwinkle, H. J. Hasenwinkle Co.; S. M. Bray; J. D. Denyer and J. J. W. W.

The Nashville delegation was composed of: Chas. D. Jones; M. K. Kendrick, Kendrick-Roan Grain Co.; J. S. Frazer; C. E. Rose; P. H. McClelland; T. M. Logan; J. B. Lewis; W. M. Hogan; J. H. Bell; J. B. 51 Lemore.

Peoria: A. G. Tyng, Tyng Hall & Co.; G. M. Miles, W. S. Miles, C. C. Miles from P. B. & C. C. Miles; R. W. Van Tassel, Van Tassel Grain Co.

Philadelphia sent E. L. Rogers, E. L. Rogers & Co.; Jas. L. King, E. H. Rice; Edmund E. Delp, of Delp & Co.; Frank E. Marshall, Sec'y Commercial Exchange.

From Kansas City: H. A. Holmes; Thos. S. Sollers; T. C. Hoose; P. C. Smith and J. K. Seagrave of J. Sidney Smith & Son; H. H. Hodgson, Missouri Grain Co.; G. H. Davis, Ernest-Davis Grain Co.; C. G. Benton; S. M. Tapp.

The enthusiastic Baltimore crowd was composed of John M. Dennis, Louis Muller Co.; Emory Kirwan; Jas. Wirth; Chas. England, Chas. England Co.; J. H. Warren, Chief Weighmaster; H. E. Elgert, J. Muller & Co.; J. C. Fears, Louis Muller & Co.; J. A. Clark, Wm. Rodgers of Thos. Johnston Co.

Toledo was represented by: F. W. Rundell, W. A. Rundell & Co.; John Wickenheiser, Wickenheiser & Co.; J. A. Smith; A. Shurtz; Fred Mayer of J. F. Zahm & Co.; Chas. Knox, Reynolds Bros.; Jesse W. Young of Padock-Hodge Co.; H. L. Coe-mann, H. H. Driggs; E. L. Southworth of Southworth & Co.

OHIO: H. S. Grimes, Portsmouth; E. A. Grubbs, E. A. Grubbs Grain Co., Greenville; F. W. Blazy and F. E. Watkins, Cleveland; R. G. Calvert, Selma; C. E. Groce and R. E. Balls, Circleville; J. L. Doering, Antwerp; Harry W. Kress, Piqua; Sec'y J. W. McCord and H. Johnson, Columbus; O. M. Clark, Cable; E. C. Bear, Hicksville; C. B. Jenkins, Marion; Grant McMorran, St. Paris.

LOWA: Harlan Yeat, Libertyville; O. K. Morrison, South English; J. W. Perry, Clarinda; E. L. Donner, Malvern; A. Brackney, Clemons; J. E. Wilson, Tromwell; P. Schowalter, Wayland; M. M. Patton, Laurel; H. A. Von Rump, Red Oak; D. L. Patton, State Center; W. G. Sherman, Riverton; McLain Morgan, Keokuk; O. A. Talbott and H. E. McCoy, Keokuk; W. F. Morgan, Des Moines; W. A. Wilkin, Albia; G. W. Tudor, Lacey; H. W. Talbott, Osceola; H. C. Moeller, Des Moines; A. J. Zingre, Mason City; A. D. Hayes and J. F. Hennings, New London; E. D. Hamlin and R. W. Harper, Des Moines; F. D. Conway, Clare; M. McFarlin, Geo. A. Wells and B. A. Lockwood, Des Moines; R. A. Frazier, Nevada.

CHICAGO: P. S. Goodman; O. C. White and P. H. Schifflin of P. H. Schifflin & Co.; F. M. Bunch of Rumsey & Co.; Gordon Annanah, Rumsey & Co.; J. C. Merrill; Edward Flaage and L. Jewell of Merchants Grain Co.; Fred D. Austin of Crichton & Co.; A. E. Schuyler, Asst. Weighmaster; J. A. Schmitz, Weighing Dept.; M. L. Vehon with Rosenbaum Bros.; E. J. Burns, Burns-Yantis Gr. Co.; A. E. Hays, rep. E. W. R. Shiley & Co.; H. C. Smith with Arthur R. Sowers; H. H. Newell, rep. Rogers Grain Co.; Wm. N. Eckhardt; L. G. Hugh; Robt. W. Carder; H. N. Sager, pres. Chicago Board of Trade; Fred D. Stevers; G. S. Green; M. P. Anderson; Horace Erickson; F. L. Schreiner; W. M. Hirsay, rep. H. H. Driggs & Co.; J. A. Waring, rep. Bogert Maltby & Co.; W. C. Givin.

INDIANA: A. E. Reynolds of Crabbs-Reynolds-Taylor Co., Crawfordsville; T. A. Morrison, Kokomo; M. L. Conley, Frankfort; J. S. Hazelrigg, Cambridge City; E. Hutchinson, Arlington; T. O. Stanley, Lyon Station; W. T. McCray, McCray, Morrison & Co., Kentland; P. E. Goodrich, Winchester; W. B. Foresman, Crabbs-Reynolds-Taylor Co., LaFayette; A. P. Hansen, Brookston; E. M. Wasmuth, Roanoke; H.

H. Deam, Bluffton; M. Niezer, Monroeville; E. H. Young, Evansville; G. D. Ettinger, Bourbon; W. T. Davis, Coatesville; F. W. Kennedy, Shelbyville; M. T. Dillen, Indianapolis; E. A. Feicht, Frankton; C. E. Nicholas, Lowell; G. H. Lewis, Lawrenceburg; T. C. Crabbe, Crabbs; Reynolds, Taylor Co., Crawfordsville; J. W. Sale, Bluffton; W. T. Davis, Coatesville, Chas. Haywood, New Richmond; L. A. Clark, Muncie.

MISSOURI: M. F. Dunlap, O'Fallon; P. N. Hanna, Canton; W. J. Garner, Louisiana; J. M. Lane, Sedalia; O. J. Woolridge, Boonville; W. F. Circle, Wakenda; B. A. Thomhill, Gray Summit; D. T. Day, G. W. Crump, J. C. Burks, Luther Crump, Centralia; John McNeas, Hughesville; W. J. Mullard and J. M. Cobb, Annabel; W. L. Bealmer, Atlanta; J. M. Haverfield, Laminto; R. C. Stone, Springfield; Aug. Strassner, Etla; D. B. Saylor, Buell; E. Currin and Ed. McDonald, Clarksville; Jos. Sandbothe, Martinsburg; John Rudern, Slater; J. H. Miller, High Hill; John Haslow, Kahokia; J. H. Wayland and L. J. McNabb, Salisbury; H. D. Kenter, Float River; M. Blankenship, St. Charles; T. S. Long, Centralia; L. C. Chelshaw, Charleston; W. J. Baird, St. Charles; J. G. Frank, Balfits; R. C. Karst, Hermann; F. J. DeLaney, St. Joseph; D. H. Clark, Galt; Arthur Steeples, Granger; C. W. McClelland, Maplewood.

ILLINOIS: Tom Abrams, Tuscola; H. L. Anderson, Rockport; Chas. Abbott, Ferris; F. E. Beggs, Ashland; Jas. Burbridge, Pittsfield; H. I. Baldwin, Decatur; J. H. Brown, Rosamond; H. J. Bender, Nokomis; R. C. Baldwin, Bloomington; C. F. Barrett, Pana; A. M. Blythe, Gays; J. G. Beckemeyer, Beckemeyer; J. E. Collins, Garrett; E. Cockrell, Jerseyville; D. G. Corbin, West Point; C. A. Cain, Jacksonville; J. S. Coon, Bantou; D. G. Campbell, Springfield; C. A. Dryer, Champaign; H. L. Deepe, Meredosia; J. T. Darnielle, Piassa; A. C. Durdy, Ohlman; V. C. Elmore, Ashland; W. H. Groppe, Jerseyville; T. D. Hanson, Vella Grove; J. H. Harris, Mattoon; L. L. Harrison, Dwight; J. N. Haltrgrove, Virden; H. A. Hillmer, Freeport; W. W. Hill, Springfield; A. L. Hardin, Charleston; C. E. Hitch, West Ridge; H. R. Hall, Sandoval; H. Johnpeter, Posey; H. N. Knight, Monticello; J. M. Kearby, Stanford; R. V. S. Lloyd, Bloomington; J. H. Lloyd, Springfield; Geo. D. Montellus, Piper City; C. R. Mitchell, Ashmore; H. A. Marsh, Alton; H. Mavley, Rosamond; Wm. McCarty, Tuscola; Ambrose McCarty, Decatur; H. I. Masters, Carlinville; R. S. Nelson, Jacksonville; Adolph Oberle, Raymond; G. E. Obever, Hillsboro; J. W. Outbier, Ferris; T. D. Owingo, Colusa; John Pier, Nokomis; F. W. Rosskopf, Coffeen; J. C. Roe, Boyds; L. Schuller, Champaign; C. M. Spilty, Lincoln; Sec'y S. W. Strong, Pontiac; Geo. Schoenig, Columbia; E. S. Summers, Bloomington; John Schultz and A. G. Schultz, Beardstown; John Sipp, Bourbon; Henry Schnorman, Germantown; U. J. Sinclair, Ashland; F. S. Shultz and A. M. Shultz, St. Charles; J. M. Starke, Beckemeyer; Frank Supple, Bloomington; G. J. Siebens, Decatur; Loren Travis, Morrisonville; J. T. Todd, Springfield; Peter and Paul Van Leunen, Decatur; E. M. Wayne, Delevan; J. P. Woolford, Galton; W. G. Zinn, Jacksonville; F. J. Zimmerman, Athens.

THE FAIRER SEX: Mrs. P. S. Goodman, Mrs. A. R. Sawers, Mrs. Charles S. Clark, Chicago; Mrs. H. S. Grimes and Mrs. H. E. Taylor, Portsmouth, O.; Mrs. E. H. Culver, Toledo; Mrs. A. P. Hansen, Brookston, Ind.; Mrs. C. E. Grece, Circleville, O.; Mrs. J. W. McCord, Columbus, O.; Mrs. C. E. Nichols, Lowell, Ind.; Mrs. W. S. Butfield, Battlefield, Ark.; Mrs. B. A. Boyd, Mrs. T. A. White, Mrs. C. A. McCotter, Indianapolis; Mrs. H. S. Antrim, Cairo; Mrs. W. T. McCray, Kentland, Ind.; Mrs. C. R. Mitchell, Ashmore, Ill.; Mrs. H. N. Knight, Monticello, Ill.; Mrs. A. E. Wood, Gibson City, Ill.; Mrs. S. W. Strong, Pontiac, Ill.; Mrs. R. W. Harper, Mrs. E. D. Hamlin, Des Moines; Mrs. R. W. Van Tassel, Peoria; Mrs. H. I. Baldwin, Decatur; Mrs. W. E. Shelden, Jackson, Mich.; Mrs. H. A. Hillmer, Freeport.

Argo, the 124-acre site of the vast plant building for the Corn Products Co. is honeycombed with underground tunnels. While these subterranean passageways add mystery to the alchemy by which corn is made into sugar and rubber, they serve the practical purpose of avoiding surface transportation of materials between the 35 buildings of this \$15,000,000 plant on the banks of Chicago's great drainage canal.

## Chief Inspectors Convene.

The annual meeting of the Chief Grain Inspectors National Ass'n. was held in the Gentlemen's Parlor of the Southern Hotel, Friday morning, with President Culver in the chair. After the reading of the minutes of the last meeting, uniform rules for grading of grain were discussed in a very lively manner. The conclusions of the inspectors were unanimous and the rules they favored were reported to the convention.

Three honorary members were elected. Homer Chisman, of Cincinnati; John O. Foering, of Philadelphia, and Wm. Smilie of Chicago.

The officers elected for the ensuing year are E. H. Culver, president; W. J. Duffy, vice-president, and Alfred Anderson, secretary-treasurer.

The following new members were voted into the Association: H. C. Nunn, Chief Inspector, State of Mo., Kansas City; J. B. Stevenson, East St. Louis; O. J. Miller, St. Louis; Sam D. Thomas, Baltimore; Geo. Munson and E. F. Dennis, Cincinnati.

Twenty-two inspectors attended the meeting; all of the large seaboard ports were represented except New York and New Orleans. After the adoption of the following resolutions relating to the death of Chas. McDonald Jr., the meeting adjourned subject to the call of the president.

### Resolution of Respect.

Whereas, in the death of Mr. Chas. McDonald, Jr., the C. G. I. Ass'n has lost a sterling friend and associate, and

Whereas, in the death of Mr. McDonald our Ass'n has parted with a charter member, and past president, whose services in the interest of the Ass'n were characteristic of his sterling qualities; whose ability and integrity was recognized by all interests with which he was connected, and

Whereas, the members of this Ass'n feel keenly the loss that has been thrust upon them, be it

Resolved, that this expression of our regret be embodied in the records of the meeting and that a copy be forwarded to the bereaved family of the deceased as a token of our profound sympathy and that out of respect to his memory this meeting be now adjourned.

The inspectors present were: E. H. Culver, Toledo; Alfred Anderson, Buffalo; F. B. Tompkins, Peoria; Sam'l D. Thomas, Baltimore; F. W. Harrison, Detroit; F. W. Eva, St. Paul; E. R. Gardner, Memphis; J. E. Heniken, Cleveland; Wm. J. Duffy, Philadelphia; Seth Catlin, Boston; Geo. F. Munson, E. F. Dennis, Asst., Cincinnati; Wm. Greiner, Indianapolis; J. B. Stevenson, East St. Louis; S. H. Smith, Chicago; Homer Chisman, Cincinnati; W. J. Niergarth, St. Louis; A. J. Widicus, East St. Louis; J. R. Wilkinson, St. Louis; H. C. Nunn, Kansas City; C. McD. Robinson, Galveston; O. J. Miller, St. Louis.

Trading in grain in Russia was restricted early in October by fear of the cholera spreading. Medical men assert that the spring thaws will be followed by an outbreak of the dread epidemic.

Patent No. 900,000 was recently granted by the United States. It covered a traveling stairway. Patent Commissioner Moore estimates that patent No. 1,000,000 will be reached in 1911. It may cover a moisture tester or a perfect grain grading device. Who knows?

The Oklahoma corporation commission has cut the rate for telegraf messages to 25 cents for 10 words, with 2 cents for each additional word, to all points. Every telegram must show time of filing and receipt, so the recipient can detect delay in delivery.

# Are You Able to Make the Most Money Possible Out of Your Grain Business?

This question cannot be answered properly unless you have installed an

## ELLIS GRAIN DRIER

This standard drier has been before the grain public upwards of 10 years and in its late improved form embodies features that have practically revolutionized the art of grain drying.

For full particulars write

**Ellis Drier Co.**  
747 Postal Telegraph Bldg.  
CHICAGO, ILL.



# Grain Trade News

## ARKANSAS.

Texarkana, Ark.—The Fouke Grain Co. has changed the name to the Fouke Grain & Milling Co.; the capital stock has also been increased to \$20,000, \$18,000 already having been subscribed.

Earle, Ark.—The Holmes Grain & Feed Co. incorporated; capital stock, \$6,000; H. A. Morrison, pres., C. T. Whitman, vice pres., L. J. Machin, secy, G. E. Holmes, treas. The company will do a wholesale feed and grain business.

## CALIFORNIA.

San Francisco, Cal.—The country home of Seward B. McNear, at Ross Valley was burned to the ground Oct. 1. It was valued \$25,000 and was a complete loss.

## CANADA.

Rivera, Man.—The Security Eltr. Co. is erecting an eltr.

Winnipeg, Man.—The Atlas Eltr. Co. Ltd., incorporated.

Stettler, Alta.—The Canadian Grain & Produce Co. Ltd. incorporated.

Justice, Man.—The Ogilvie Flour Mills Co. Ltd., has completed an eltr.

Granum, Alta.—The Alberta Pacific Eltr. Co. will rebuild its burned eltr.

Wawanesa, Man.—T. E. Sanding's eltr. burned recently with 9,000 bus. of grain.

Manitou, Man.—The Pembina Farmers' Eltr. Co. incorporated; capital of \$10,000.—R. F. R.

Treesbank, Man.—T. B. Banting's eltr. has been burned, with several thousand bushels of grain.

Oakburn, Man.—The eltr. of the Western Canada Flour Mills Co. which burned Sept. 15 will be rebuilt at once.

Macdonald, Man.—The Winnipeg Eltr. Co.'s eltr. was totally destroyed by fire recently with 5000 bus. of wheat.

Altamont, Man.—The Lorne Eltr. Co., incorporated; a capital of \$5,000; to carry on a general eltr. business.—R. F. R.

Port Colborne, Ont.—The new government eltr. here was used Oct. 7 for the first time. A cargo of 315,000 bus. of wheat was successfully handled.

Rosthern, Sask.—The Saskatchewan Eltr. Co. and the British American Eltr. Co. are each building 30,000 bus. eltrs. at Laird, a few miles west of here.—R. F. R.

Montreal, Que.—The system of grain conveyors of the harbor commissioners' eltr. has been completed, making 10 altogether, and enabling 4 steamers to load simultaneously.

Montreal, Que.—A committee of the Corn Exchange has recommended that the Harbor Commissioners' eltr. be equipped with an additional marine leg before the opening of navigation next year.

Wyoming, Ont.—Fire destroyed the grain warehouse of A. Laing on the night of Oct. 17. The building and contents are insured for \$1,400. The fire is supposed to have caught from a spark of a passing engine.

Montreal, Que.—What is said to be the first lot of South African corn imported into Canada was received recently by

the Ogilvie Flour Mills Co. The 9,000 bus. was clean and dry and will be made into white corn flour.

Red Deer, Alta.—The Alberta Pacific Eltr. Co. has leased the mill, warehouse and eltr. of the Red Deer Mill & Eltr. Co. The company the past year has erected 6 large eltrs. and as many warehouses, making a total of 52 eltrs. in the province, with two million bus. capacity.

Winnipeg, Man.—The Grain Standards Board has appointed a committee to consider the difficulty of continuing the practice of keeping separate the 100 or more grades in the terminal eltrs. So much of the storage space is lost in partially filled bins that the handling of grain is delayed. The board has decided to follow the grading of 1907 as far as practicable on this crop. On Oct. 6 the board decided to establish a commercial grade for barley weighing 42 lbs. or less, and that if grades be established for feed wheat these be designated as No. 1 and No. 2 feed.

## CHICAGO.

Memberships in the Board of Trade are selling at \$2,650.

John J. Keller is out of the grain business and has removed to California.

The second installment of \$37.50 Board of Trade dues was called for on Oct. 21.

Horace Wing has returned to his old position in the pit with Pringle, Fitch & Co.

J. Herbert Ware of Ware & Leland has been made foreman of the October grand jury.

H. D. Richeson, who was pres. of the Burlington Eltr. Co., at St. Louis, Mo., has entered the employ of the Armour Grain Co. in its cash grain department.

Prices are too high on new and old corn. New wheat ought to be worth the money. We hope for a great revival in business after the election of TAFT.—C. H. Thayer.

Harry F. Todd, for 10 years identified with the grain trade and long with the Harris-Scotten Co. and W. H. Perrine & Co. was recently admitted to membership in the Board of Trade, and is now with A. R. Sawers.

An order of court restraining the enforcement of the new switching rules for the Chicago district will be asked by the railroads it is said, on the ground that discrimination is made in favor of grain, on which the charges are 25 per cent less than on industrial switching.

E. G. Heeman has been appointed chairman of a committee of 25 to get new members for the Board of Trade Mutual Benefit Ass'n, an insurance society to which members and their employees are eligible. The cost of insurance in the Board of Trade mutual is said to be very much less than in the old line companies.

Negotiations have been pending between the Santa Fe Eltr. Co. and the Armour Grain Co. whereby the latter may operate the house. Since the settlement of the eltr. controversy, the house has not been kept full of grain and consequently has been a losing enterprise.

By leasing the property to the Armour Grain Co. it is hoped that the loss to the railroad company can be minimized.

Effective Nov. 15 the Ill. Cent. R. R. will apply via Chicago with transit privileges the same rates it applies via other junctions on grain from its stations in Iowa, Minn. and S. D., to Cairo, Mounds, Ill., Evansville, Memphis, Tenn., New Orleans, Vicksburg, Hattiesburg, Columbia, Gulfport and Jackson, Miss., as published in tariffs 345 C; 1533 A, sup. 8; 1941 A, sup. 3; 131 B, sup. 7.—W. M. Hopkins, mgr. Transportation Dept., Chicago Board of Trade.

The Northern Illinois Grain Dealers Ass'n held its regular monthly meeting Oct. 9 in the Grand Pacific hotel. After a short discussion of the ever present troubles of the grain dealer and usual routine business a banquet was served in the hotel. At the conclusion of the banquet the entire party of about fifty proceeded to the Colonial theater where they were entertained by Geo. Cohan and his company. Henry Truby of Joliet is the pres. and J. D. Stacy sec'y of the Ass'n.

Application for membership in the Board of Trade has been made by John Athanassos O'Reilly, S. J. Woolner, Harry Douglass Richeson, H. B. Slaughter and Luther E. Gable. Application for transfer of membership has been made by George Collepe, E. J. Newell, estate M. M. Buxbaum, Rufus F. Brett, H. G. Meadows, Wm. McKee, John C. Smith, J. D. Sayer, Jr., and DeWitt V. Hales. The directors recently admitted the following to membership: Clarence A. Brown, Oliver Hart, Richard H. Smart, Morris M. Sternberger and F. B. Earle.

## COLORADO.

Denver, Colo.—Fire of incendiary origin on Oct. 21 destroyed the eltr. of the Hungarian Milling & Eltr. Co. with 400,000 bus. of wheat. Loss, \$450,000.

Denver, Colo.—Jno. L. Barr, mgr. of the F. C. Ayres Merc. Co., of Denver, has returned from his extended trip in the west and reports his two new eltrs. in Idaho about ready to start.—G. E. Ady.

## ILLINOIS.

Armstrong, Ill.—Carrington, Patten & Co.'s grain eltr. burned Oct. 9; loss, \$11,000.

Decatur, Ill.—The Decatur Cereal Co. is placing a 5-bu. Avery mill scale in its plant.

Springfield, Ill.—The 72-page premium list of the Illinois Corn Show is now on the press.

Freeport, Ill.—The B. P. Hill Grain Co. is placing a 1,500-bu. per hour Avery Eltr. Scale in its new eltr.

New Holland, Ill.—The New Holland Grain Co. is placing a 1,500-bu. per hour Avery Scale in its new eltr.

Athens, Ill.—F. J. Zimmerman has installed a new sheller, new dump and generally repaired his property.

Roodhouse, Ill.—Elmore & Lemon have let contract to R. L. Gonsalves for an addition to their grain eltr.

Assumption, Ill.—J. A. Hennebry became mgr. of the eltr. of the Farmers Square Deal Grain Co. Oct. 15.

Tower Hill, Ill.—George F. Barrett has leased the Culp Bros.' eltrs. to operate in connection with his eltr. at Pana.

Baileyville, Ill.—The B. P. Hill Grain Co. has let contract to the Burrell Eng. & Construction Co. for a 20,000-bu. eltr.

on the Ill. Cent'l. R. R. The equipment will include a Hall Signaling Grain Distributor.

Dimmick, Ill.—Bartlett, Patten & Co. are replanking their driveway and making other necessary improvements.

New Burnside, Ill.—The Burnside Mill & Eltr. Co. has rented its plant to Isaac, Nesselrodt & Whiteside, of Eddyville.

Pontiac, Ill.—S. W. Strong has been appointed Vice-Pres. for Illinois of the National Corn Exposition at Omaha.

Leonore, Ill.—The Neola Eltr. Co. is making some extensive repairs at this station, putting in a new driveway, building new coal sheds and new lumber sheds.

Rockford, Ill.—Ingalls Carleton, at one time in the grain business with the late Geo. H. Hollister, died Oct. 16, aged 84 years.

Yorkville, Ill.—The Farmers Eltr. Co. incorporated; capital stock, \$10,000; incorporators: L. C. Martner, F. G. Harris, E. J. Sherman.

Shabbona, Ill.—I am now agent here for the Neola Eltr. Co., a position I secured thru the columns of the Grain Dealers Journal.—Wm. Rusk.

Henkel, Ill.—The Henkel Grain Co. has let the contract to the Burrell Engineering & Construction Co. for a new foundation, new leg and new engine.

Perry Springs sta., Spring p. o., Ill.—Beggs, Lewis & Bell are remodeling their 40,000-bu. eltr. on the Wabash and installing a new cleaner and sheller.

Roscoe, Ill.—The safe of Hutchins & Whiting was blown open by burglars on the night of Oct. 15, who entered the office by a skeleton key and took \$500.

Tuscola, Ill.—A 35,000-bu. grain eltr. is being erected on the right of way of the C. & E. I. Ry. by Wm. F. McCarty and Bert Parker. John Seipp has discontinued.

Arcola, Ill.—We commenced operation Oct. 19 after having our eltr. leased for 3 years to the National Eltr. Co.—Ira Franklin, mgr. Arcola Grain, Coal & Telephone Co.

Illinois sta., Momence p. o., Ill.—The F. C. Brown Grain & Hay Co., of Lowell, Ind., has let the contract to the Burrell Engineering & Construction Co. for a 3,000-bu. eltr.

Niantic, Ill.—The large grain eltr. owned by Delaney Bros. burned on the afternoon of Oct. 14. Loss, \$20,000. A spark from a Wabash freight engine is supposed to have been the cause.

Collison, Ill.—Wright & Knight, who recently purchased the eltrs. of the Rogers Grain Co. at Jamesburg, Brothers and at this place are painting the structures all the same color, and making some needed repairs.

Sicily sta., Pawnee p. o., Ill.—Sicily Farmers Grain Co. incorporated; capital stock, \$10,000; incorporators: E. C. Lemmon, J. H. George, R. H. White. The company will erect an eltr. on the Chicago & Illinois Midland.

Bloomington, Ill.—The Central Mill & Eltr. Co. incorporated; capital stock, \$17,000; incorporators: Raymond C. Baldwin, Harry S. Eckert, William R. Bach. The company will do a general milling, grain and commission business.

St. Charles, Ill.—Walter L. Judd is erecting a feed mill 24x76 feet ground dimension and two stories and basement in height, which he expects to be completed by Nov. 1. It will be operated in connection with his grain eltr. The machinery has been placed and will be a

new attrition type with a capacity of two bags per minute or about a wagon load of corn in ten minutes. The mechanical equipment of the new mill will also include a steam drier plant for the drying of used malt direct from the Chicago breweries.

Reddick, Ill.—Maurice Ferris, cashier of the Bank of Irwin, has become half owner of the new eltr. at this place, having purchased the interest of Mr. Cooley of the firm of Tobey & Cooley, the new firm being Tobey & Ferris.

Roby, Ill.—On Oct. 20 the eltr. of Firey Bros., of Edinburg, burned, with \$10,000 insurance. It was caused by locomotive spark on shingle roof; and because of dry conditions the fire could not be stopped the discovered early.

Mt. Auburn, Ill.—Mt. Auburn & Osbornville Grain Co., incorporated; capital stock, \$15,500; incorporators, C. L. Gaudy, Andrew Masters and Stephen R. Shepherd. The company will deal in grain, lumber and farm implements.

Towanda, Ill.—The Towanda Grain Co. has bot Moats & Reedy's eltr., including real estate, for \$6,000, and will conduct the eltr. in connection with their lumber and coal business. The capital stock has been increased from \$12,000 to \$18,000.

Brimfield, Ill.—The Brimfield Eltr. Co. met Oct. 12, and elected Ross Rush to succeed L. G. Cady as mgr. and Chas. Moss asst mgr. Mr. Cady has held the position since its organization. H. A. Blundy is pres., L. G. Cady, sec'y, Daniel Cowley, Walter Tucker, John Rusk, Hugh Carroll, E. M. Maher directors.

West Ridge, Ill.—Hitch Bros. have painted their eltr. a C. & E. I. color as all the occupants of C. & E. I. property are forced to do. When Mr. Hitch was asked to name the color of his eltr. he said he could not do so as it was a mixture approaching a brown. The agents of this railroad furnish paint samples for eltr. operators who lease C. & E. I. land.

Cutmer sta., Stockland p. o., Ill.—E. C. Sumner of Milford has had plans from Fred Friedline to build an eltr. on the Chicago Southern 2½ miles north of Stockland. Mr. Sumner has bot 20-h.p. gasoline engine, 4-ton steel frame wagon scale and 1,500-bu. automatic Avery Scale, the builder to furnish the remainder of the machinery and erect the eltr. complete.

Allenville, Ill.—Ed. Morris of the Seaman & Morris Grain Co. and J. B. Stone, of the Mattoon Grain Co. have purchased two eltrs. at this place belonging to G. W. Ehrhart, of Decatur. The new firm will do business under the name of Morris & Stone. They will improve and renovate the eltrs. and put them in first-class shape for handling grain. These eltrs. were financially wrecked some time ago by H. W. Riley, the Tolono and Allenville banker, who departed for parts unknown and has never been heard from. Mr. Morris also operates a large eltr. at Dorans.

Cairo, Ill.—Chas. Cunningham was recently sued by a farmer in Charleston, Mo., for refusing to pay in full for some corn delivered to him upon a contract. The reason Mr. Cunningham refused to pay him was because the farmer had contracted to deliver a certain number of bushels and defaulted before the contract was filled. Quite a number of dealers went along with Mr. Cunningham to Charleston where the trial was to be held but just before the trial was called the contractor decided, or his lawyers decided for him that Mr. Cunningham's case was



**Cover's Dust Protector**

Rubber Protector \$2.00  
Sent postpaid on receipt of price; or on trial to responsible parties. Has automatic valve and fine sponge.

**H. S. COVER**  
124 Perley St., South Bend, Ind.

**GRAIN TRIERS**



**20TH CENTURY BRASS & MFG. CO.**  
Minneapolis, Minnesota

**P. M. INGOLD**

**Grain Commission Merchant**

I give my personal attention to all sales and orders.

Duluth MINNEAPOLIS Milwaukee

**We LOOK**

after your interests carefully on business sent us and secure full market value for grain on consignment. Also give hedging orders prompt attention. TRY US.

**McKenna & Rodgers**  
61 Board of Trade, CHICAGO



**The National City Bank of Chicago**

The Temple S. W. Cor., La Salle and Monroe Sts.  
**CHICAGO**

Capital \$1,500,000 Surplus \$300,000

Approved by Chicago Board of Trade as a Margin Depository

We allow 2% interest on all margin deposits over and above \$5,000.

**DIRECTORS:** ALFRED L. BAKER, of Alfred L. Baker & Co.; AMBROSE CRAMER, Trustee Henry J. Wilking Estate; EDWARD G. CARRY, Vice Pres. American Car and Foundry Co.; E. G. EBERHART, Vice Pres. and Gen'l Mgr. Mishawaka Woolen Mfg. Co., Mishawaka, Ind.; A. B. DICK, Pres. A. B. Dick Co.; STANLEY FIELD, of Marshall Field & Co.; DAVID R. FORGAN, Pres. F. F. PEABODY, of Cluett, Peabody & Co.; JOHN E. WILDER, of Wilder & Co.; H. E. OTTE, Cashier.

**OFFICERS:** DAVID R. FORGAN, President; ALFRED L. BAKER, Vice-President; H. E. OTTE, Cashier; L. H. GRIMME, Assistant Cashier; F. A. CRANDALL, Assistant Cashier; W. D. DICKEY, Assistant Cashier; R. U. LANSING, Manager Bond Department.



too strong to fight so he withdrew the suit and settled the matter out of court.

## INDIANA

Seymour, Ind.—The Hodapp Hominy Mills are erecting a big corn eltr.

Kirkpatrick, Ind.—I am building an eltr. which will be completed about Nov. 10.—J. P. Halstead.

Cyclone, Ind.—K. M. Sims estate has sold his eltr. to David L. Brookie of Frankfort. John A. Rice made the deal.

Terre Haute, Ind.—The grain eltr. of Bartlett, Kuhn & Co. was burned on the night of Oct. 21. The eltr. contained more than 50,000 bus. of wheat and 1,500 bus. of corn, which were totally destroyed.

Indianapolis, Ind.—The Indiana Supreme Court has decided that the sale of wheat middlings at retail for feed without having them tagged with an analysis of the ingredients is a violation of the feedstuffs law of 1907; that "unmixed meals" not tagged are the meal of whole grains without separating any ingredient.

Russiaville, Ind.—David Unger's grain eltr. burned on the night of Oct. 14. Loss, \$10,000; insurance, \$3,000. David Unger & Son have already let the contract for a 25,000-bu. elevator to be built at once. The eltr. will be equipped with steam power, and Union Iron Works shelling and cleaning machinery. The Burrell Engineering & Construction Co. has the contract to do the work.

Lafayette, Ind.—The 4th annual corn show will be held by the Indiana Corn Growers Ass'n at Purdue University Jan. 11-16. The premiums to be offered are many and large and will do much to stimulate interest among corn growers in the improvement of corn. A new class has been made this year for club exhibits. Information may be had of the Sec'y, G. I. Christie, Lafayette, Ind.

Worthington, Ind.—We are to have one of the two corn, stock and poultry schools to be held in Indiana next year. Arrangements have been made for noted specialists in each department, to deliver lectures, and since the scope of our territory is so extensive, we are expecting a large attendance. The school will be held from Feb. 15 to 20, inclusive. We desire to get into the front rank along these lines.—J. D. Myers, pres.

M. T. Dillen, of Frankfort, Ind., the newly elected sec'y of the Indiana Grain Dealers Ass'n, has been able to reorganize the grain dealers at Frankfort on Monday night with a membership of over 20. On Tuesday night he was successful in organizing a new society at Plymouth, which promises to become a strong organization. On Wednesday night he attended the grain dealers' meeting at Muncie. The attendance there was very good and all had a pleasant time.

## IOWA.

Carroll, Ia.—Daeges & Doltzer are a new eltr. firm.

Ottosen, Ia.—Geo. Schissel, agt. at Bode, has been transferred to this place by Gilchrist & Co.

Owasa, Ia.—The Farmers Eltr. Co. has its new, up-to-date eltr. completed by the Younglove Construction Co.

Manson, Ia.—Milton Richards has resigned as mgr. of the Farmers Eltr. and Frank Masterson will take charge.

Traer, Ia.—Will Young has purchased

a half interest in the Northwestern Eltr. and the firm name is Marr & Young.

Iowa Falls, Ia.—S. E. Huber has traded his eltr. to L. Meyers. Mr. Huber has rented the eltr. from Mr. Meyers until May.

Sioux City, Ia.—The storage annex for Fields & Slaughter, of The Akron Milling Co., has just been completed by the Younglove Construction Co.

Thornton, Ia.—Fire of incendiary origin destroyed the plant of the Iowa Eltr. Co. on the night of Oct. 17, together with 10,000 bus. of oats. Loss, on eltr. and grain, \$10,000; insured.

Keokuk, Ia.—The O. A. Talbott Co., which has been running the cobs into the river, now has found a market for the waste from the corn sheller, a fueling company having contracted for 15 carloads of cobs, and as many more as can be spared.

Marshalltown, Ia.—A. L. Cox, who has been in the employ of the Reliance Eltr. Co. of Minneapolis, has returned to this city, and will buy grain for the same company in Iowa territory. Mr. Cox formerly was in the eltr. and grain business in this city.

Des Moines, Ia.—On the charge of operating bucket-shops the grand jury on Oct. 9 indicted O. M. Olson of the Merchants Stock & Grain Co., of St. Louis, and W. J. Winston, representing a Kansas City concern. These are the first indictments under the bucket shop law enacted in 1907.

Belle Plaine, Ia.—Fire originated in Mrs. C. G. Fanton's eltr. operated by W. H. Rockwell & Co. on the morning of Oct. 17, and destroyed the eltr. of the Western Eltr. Co. The Belle Plaine Broom factory suffered a great loss as all of their broom corn was stored in the Snyder warehouse. Loss Fanton Eltr., \$4,000, insurance, \$2,000; W. H. Rockwell & Co., grain, \$2,500, insurance, \$1,000; Western Eltr. Co., \$12,000, partly covered by insurance.

Davenport, Ia.—Fire destroyed Eltr. B of the D. Rothschild Grain Co. at 5 a. m. Oct. 14. The eltr. had a capacity for a million bushels of grain and was well filled. The Corn Products Co. which owns the glucose works, lost 5,000 barrels of molasses and a large quantity of grain. Loss, Rothschild Grain Co., \$75,000; Corn Products Co., \$65,000, which is fully covered by insurance. The eltr. will be rebuilt at once. The fire started in the cupola and when discovered had spread to the lower part of the building.

## KANSAS.

Wichita, Kan.—I am out of the grain business.—C. McNulty.

Highland, Kan.—W. V. Pearson has taken charge of John A. Lynds' eltr.

Isabel, Kan.—The Farmers Eltr. Co. is remodeling and enlarging its plant.

Kansas City, Mo.—The Maple Leaf Eltr. had a fire on the morning of Oct. 18.

Pratt, Kan.—The Pratt Mill & Eltr. Co. is tearing down its old eltr. at this place.

St. Marys, Kan.—The Farmers Eltr. Co. has installed a new car loader which will handle over 1500 bus. per hour.

Savonburg, Kan.—I am successor to the Chanute Grain Co. and will erect a new eltr. in the spring.—W. H. Roberts.

Bern, Kan.—Julius Hilt's eltr. burned Oct. 7 with 18,000 bus. of wheat and 2,000 bus. of oats. Loss, \$25,000. The flour house and coal house in connection was

saved. Mr. Hilt is saving what he can of the damaged wheat; it is thought that he will rebuild and continue in the grain business.

Parsons, Kan.—The Chanute Grain Co.'s warehouse burned Oct. 10. The building was sided with sheeting. Loss, \$500.

Atwood, Kan.—Chas. Chambers has resigned as mgr. of the Farmers Eltr. and D. C. Mather of Herndon will succeed him. Mr. Mather has been in the grain business for several years.

Lebo, Kan.—George E. Ott has sold his eltr. to J. M. Black, of Atkinson, Ill., for \$6,500, possession to be given Dec. 1, '08. Mr. Ott has been in the grain and feed business for the past 15 years.

Blue Rapids, Kan.—W. F. Peacock is building an addition 16x20 and 12 feet high to his eltr., to make more room for the feed business. Mr. Peacock will add rolls for grinding feed and meal, and will also have room to store a car of feed.

Pittsburg, Kan.—A. L. Scott general mgr. of the Pittsburg Eltr. Co. found on reaching the eltr. on the morning of Oct. 5 that the safe of the company had been blown open, only seven cents being taken. This makes the fourth time in as many years.

Iola, Kan.—Smith D. Ray has made complaint to the state railroad commission against the Santa Fe road for charging freight on an 80,000-lb. capacity car when he had only 50,000 bus. to load. The car of wheat was shipped to Kansas City.

Enterprise, Kan.—The Farmers Co-operative Shipping Ass'n has recovered judgment against former manager Hoffman for \$2,262 for having sold two cars of wheat to a Kansas City concern that was insolvent. The ass'n alleged that Hoffman knew the Kansas City firm was insolvent.

Hartford, Kan.—The Quinby eltr. at this place has become the property of D. R. Carpenter & Co. Mr. Cole, the former mgr., is interested in the firm. The eltr. has a capacity of 10,000 bus., but the plant will be enlarged to double the present capacity. A large hay barn will also be erected, and the office building enlarged. The new company will deal in corn, hay, flour, feed, wheat and all kinds of grain will be bought and sold; they will also make arrangements for the grinding of all kinds of feed.

## KENTUCKY.

Lebanon, Ky.—The T. M. Estes Mill Co., which lost its warehouse in a fire in Sept. will rebuild.—M.

Latonja, Ky.—The Cincinnati Grain Co. of Cincinnati, O., has let the contract to the Burrell Engineering & Construction Co. for a 15,000-bu. storage addition to their eltr. built two years ago by the Burrell Co.

Jett, Ky.—The pure food law has been a big help to the whisky business in Kentucky because it has destroyed the trade on blended stuff; and pure whiskies like Taylor's for which I furnish the grain, have all the trade they can handle. I have been furnishing corn to Taylor for 30 years and it has been a big trade, for Taylor will take nothing but the best of corn and rye. The distillery wants a choice re-cleaned grade of corn.—J. R. Shaw.

## LOUISIANA.

### NEW ORLEANS LETTER.

The first grain of the season has been received by the Chalmette eltr. of the New Orleans Terminal Co. The shipment consists of 24,000 bus. of wheat for export.

Miss Lily Deeves has been admitted to visiting membership in the Board of Trade. Miss Deeves has succeeded her father, the late W. H. Deeves, in the flour business.

New Orleans will have its first milling in transit rates Nov. 12, when the concession obtained of the Illinois Central by the H. T. Lawler Milling & Trading Co. will go into effect.

Demand for wheat bran is good from the city trade, but orders from the country are light. Illinois, Missouri and Kansas mills are good offerers of bran at prices slightly under those of two weeks ago.

The first shipment of new crop Oklahoma corn for export arrived Oct. 21. Several cars of locally consigned new crop corn from that territory have been received within the past day or two by New Orleans dealers.

The Wolvin Steamship Line, of Texas City, Tex., has leased the Mexican-American Line for a long period and will hereafter operate it with Ellwel & Co., as agents. The weekly service given by the Company from New Orleans to Tampico and Vera Cruz will be maintained, and new connections will be furnished to Central American and South American ports.

Exports of wheat from Oct. 1 to Oct. 20, inclusive, were 424,560. Receipts on inward inspection for the same period were 495 cars of export wheat; 6 cars of export corn; 87 cars of local corn and 25 cars of local oats. Stocks at eltrs. Oct. 20 were: Westwego, 223,000 bus. wheat and 17,000 bus. corn; Stuyvesant Docks, 429,000 bus. wheat and 3,000 bus. corn; Chalmette, 24,000 bus. wheat.

Reports from the other side indicate that there will be an improvement within a week or ten days in the export wheat movement thru this port. Stocks there must shortly be replenished. Bids are about 1½ cents under the price at which wheat is held. Other conditions are favorable to a large movement of grain. Rates are low and tonnage is plentiful. Agents are asking 2¼-3 pence for continental ports and 2¼ pence for Liverpool.

Receipts of low grade hay are diminishing on account of the higher prices and better demand for this class of feed in the west, and by the more severe storage rules recently adopted by the railroads at New Orleans. While all warehouses are still full of low grades and there are many cars on the tracks which cannot be unloaded, the indications are that within a short time these conditions will be much improved. Better grades of hay are scarce.

Grain men here are expecting the new line of the Frisco to be placed in operation between Nov. 15 and Dec. 1. Before that date it is said that the Frisco will have completed its Atchafalaya bridge, and that it will compromise the dispute existing between it and the Yazoo and Mississippi Valley, with which it has a contract giving it trackage rights from Baton Rouge to New Orleans. Considerable grain has been diverted from this port this season because of the inability of the Frisco to carry out its intention of operating the line beginning Oct. 1.—H.

## MARYLAND.

Baltimore, Md.—Frank Kraft has been admitted to membership in the Chamber of Commerce.

Washington, D. C.—R. L. Galt has bot the power yacht *Dacota*, a handsome craft 70 ft. in length.

Baltimore, Md.—John W. Snyder has been elected chairman of the transportation committee of the Chamber of Commerce, and Geo. S. Jackson has become a member of the committee, succeeding John M. Dennis, who resigned.

Baltimore, Md.—The directors of the Chamber of Commerce on Sept. 14 prohibited members from transacting business on the floor for Duffy & Harrington of Otterbein, Ind. Another of the proscribed firms is the Hanover Mill Co., of Hanover, Pa.

Baltimore, Md.—The Chamber of Commerce has appropriated \$100 for the annual exposition on Dec. 1, 2 and 3, of the Maryland Cereal and Forage Growers Ass'n. A committee of four members of the Chamber was appointed to promote work of the Ass'n.

## MICHIGAN.

Greenville, Mich.—C. H. Gibson & Co.'s new eltr. is nearly completed.

Eaton Rapids, Mich.—J. E. Crane has completed an up-to-date eltr. on the Lake Shore tracks.

Bellevue, Mich.—Cargo, Owen & Martens have purchased a Hall Signaling Grain Distributor.

Lawrence, Mich.—The Lawrence Eltr. Co. suffered a small loss by fire Oct. 21. A passing locomotive set fire to outside buildings, to which the fire was confined.

Greenville, Mich.—The bean and grain eltr. of C. H. Wells & Co., the grain warehouse of Dallavo Bros. were burned early on the morning of Oct. 21. Insurance on eltr., \$1,500; on warehouse, \$7,000.

Detroit, Mich.—The Commercial Milling Co.'s eltr. was threatened by fire Oct. 12, but it was checked by the mill employees. The damage done by fire was \$2,000, by water, \$3,000; fully covered by insurance.

## MINNESOTA.

Starbuck, Minn.—Carl N. Nelson has leased the Farmers Eltr.

Blue Earth, Minn.—Wm. H. Davis, grain dealer, died recently.

Graceville, Minn.—Fred Reynolds is now buyer for the Miller Eltr. Co.

Afton, Minn.—M. Rafferty has resigned as agt. for Jameson, Henever & Griggs.

Redwood Falls, Minn.—The Great Western Eltr. Co.'s house has been torn down.

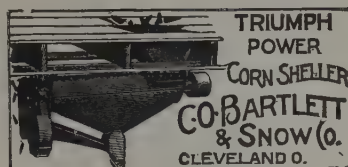
Duluth, Minn.—S. T. Welch, of the Board of Trade, died Oct. 11, after a month's illness.

Alberta, Minn.—The Duluth Eltr. Co. now has Mr. Darling, formerly of Beardsley as its agt.

Johnson, Minn.—The eltr. of the Duluth Eltr. Co. is closed.—J. M. Geheren, agt. Cargill Eltr. Co.

Roseau, Minn.—Mr. Phillipson will take charge of the eltr. to be built by the Hanson & Barzen Milling Co.

Le Sueur Center, Minn.—H. M. Babcock's eltr. has been sold to Vaughn & Brackets Co. of Minneapolis. It will be



**B**

**+ FUMA =**

Live weevil plus a little Fuma equals dead ones every time

**Fumigate Your Elevators and Mills With FUMA**

The only satisfactory method of treating grain in the bin; kills all insects, weevil, moths, etc.

10c per lb. in 50 lb. and 100 lb. drums

Send for printed matter

**EDWARD R. TAYLOR**  
Manufacturing Chemist  
Penna. Yan. N. Y.

**May 1909**

**WHEAT**

Those desiring some highly interesting comments and data respecting May 1909 WHEAT, should write me at once.

**E. W. WAGNER**  
99 Board of Trade CHICAGO

**NON-SIFTING**

**SAMPLE ENVELOPES**

**TULLAR ENVELOPE CO.**

Successors to  
**HOWE ENVELOPE CO., Ltd.**  
303 Congress St. West, Detroit, Mich.

**RATS & MICE**

**EXTERMINATED**

**SCIENTIFICALLY**

**WITH**

**Pasteur Vaccine Co. Rat Virus**

**Non-Poisonous—No Odors**

The virus is fed to the rodents on bread, grain or other suitable bait. In the course of a few days this creates a contagious and mortal disease that is harmless to all other life. Furnished in two forms.

**MOURATUS**—Gelatin Form, 50 and 75c.  
**RATITE**—Liquid Form, 75c, \$1 and \$1.50.

Write for further particulars and testimonials to  
**PASTEUR VACCINE CO., Ltd.**

Sole Representatives of Institut Pasteur, Paris, Biological Products.

7 Rue Mayenne, Paris, France.  
New York, 380 West 11th Street.  
Chicago, 323-325 Dearborn Street.



closed for some time in order to settle the affairs of Mr. Babcock.

Barnesville, Minn.—F. E. Diemer has succeeded Geo. G. How as buyer for the Grain Producers Eltr. Co.

Paynesville, Minn.—The Farmers Eltr. Co. has been organized, William Arndt, pres., F. J. Kennedy treas.

Belle Plaine, Minn.—The Peavy Eltr. has been remodeled and a 5 h.p. gasoline engine installed.—M. O'Brien, Agt.

Hastings, Minn.—J. E. Doffing has resigned as mgr. of the Farmers Eltr. and will be succeeded by Mr. Stokes, of Iowa.

Eden Valley, Minn.—I have removed from Eden Valley to Foxholm, N. D., where I am agent for the Soo line.—M. J. Roelike.

Long Prairie, Minn.—The Farmers Exchange Eltr. will soon be open for business. Chas. Anderson is expected to be the new grain buyer.

Delhi, Minn.—Wm. Steele has resigned as mgr. of the Farmers Grain & Fuel Co. and will be succeeded by Mr. Davis of Winona County Nov. 1.

Stewart, Minn.—John Waldorf has resigned as mgr. of the Empire Eltr. Co. and has been succeeded by Nick Schulz of Hankinson, N. D.

Wadena, Minn.—The Interstate Grain Co.'s eltr. has been repaired and a gasoline engine installed. The plant is situated on the Great Northern R. R. Jas. Robb will be in charge.

Waseca, Minn.—Everett, Aughenbaugh & Co. contemplate moving both of their eltrs. up to the mill and then they can buy all of their wheat at the same eltr. They will erect a large steel grain tank in addition to the one they have at the mill.

Osakis, Minn.—The Osakis Eltr. Co. has bot J. B. Johnson's eltr. for \$3,000. This eltr. is said to be the oldest grain house along the Great Northern. It will be utilized as a storehouse, and the company will erect conveyors from the mill to the eltr.

Duluth, Minn.—McCarthy Bros. have dismissed their suit against A. D. Goodman to recover \$5,407 for deals in grain in August, 1903, and June, 1907. The firm had been given a verdict for \$5,821 in the district court. The right to renew the suit is reserved.

Brewster, Minn.—The Farmers Eltr. Co. incorporated; John Meier, pres., C. R. West, treas., C. R. West, O. P. Norland, Peter Wicklund, John Gilomen, Will Dwyer, John Ulfers, Herman Christoffer, F. L. Hagerman, and A. S. Erickson, directors. They have not yet decided whether to buy or build an eltr.

Deer Creek, Minn.—The Farmers Cooperative Eltr. burned Oct. 6, and evidence indicates that it was of incendiary origin. Investigation revealed that the gasoline tank had a hole punched in it, and the rubber tube through which the water passed to circulate around the cylinder of the engine had been cut as had also the wires of the battery.

Park Rapids, Minn.—The Park Rapids Mill & Eltr. Co., Inc., of which I am pres., is the successor to myself and the Interstate Eltr. Co., of Minneapolis, at this station and also at Dorset, Menahga and Sebek. The St. Anthony & Dakota Eltr. Co. owns eltrs. at Park Rapids and Menahga, but is not operating them this season. Crops of wheat and oats are very light and it is doubtful if there is enough wheat raised at the four stations to keep us supplied with wheat. There are no

other buyers at these stations named.—L. H. Rice.

Fairmont, Minn.—Chas. Personius is now buying grain for the Wohlheter Eltr. Co.

#### OUR MINNEAPOLIS LETTER.

The charge for switching cars of wheat will be increased by the Great Northern road from \$1 to \$1.50.

Clark Fagg, of Fagg & Taylor, Milwaukee, has applied for membership in the Chamber of Commerce.

I am now superintendent of the Republic Eltr. having been transferred from Kasota, Minn.—Ed. Christensen.

The International Sugar Feed Co. will double the output of its plant by erecting a reinforced concrete addition costing \$25,000.

The Barnum Grain Co. reincorporated making capital stock of the company \$300,000; Wm. H. Dunwoody, pres., Geo. G. Barnum, secy.

The first car of new corn was received at Minneapolis Oct. 17, grading No. 3 yellow. The corn had been loaded at Yankton, S. D. and sold at 73 cents per bu.

A request that E. S. Sheehan's membership be sold to satisfy their claim for \$1,195 has been made of the Chamber of Commerce directors by W. H. Dickenson & Co.

The barley men in Minneapolis have been unable to make much money so far on the crop. The volume of business was enormous, but the profits were either small or there were none at all.

The federal court has directed the return to the Lafayette Farmers Eltr. Co., of Lafayette, Minn., of 939 bus. of wheat shipped to the Pillsbury-Washburn Flour Mills Co. July 30, the milling company having gone into the hands of receivers.

Chas. E. Wenzel, formerly mgr. of the Interstate Grain Co. of Minneapolis, and Mrs. Rhoda B. Rankin were married last Aug. but their many friends have just been made aware of it. Mr. and Mrs. Wenzel will make Los Angeles, Cal., their home.

During the year the Chamber of Commerce paid off \$20,000 of bonds and \$50,000 of coupon notes, reducing its total indebtedness to \$443,000. From the rental of buildings the Chamber received \$136,648 during the fiscal year ending Sept. 30.

In the suit of Karger Bros. of Milwaukee against James J. B. Orth of this city for recovery of two notes of \$5,000 each, the court has ordered Karger Bros. to produce certain books which contain the records of the business while the defendant Orth was a partner, from 1899 to 1902.

Dealers in general are complaining about business. The volume of business with them all has been large, but the profits were small or else there were losses. None of them are able to show profits so far this season except the large receiving houses and some of the line houses.

The Willford & Sons Co. incorporated; capital stock, \$50,000; J. L. Willford, pres., A. L. Willford, vice pres., Eugene Willford secy-treas. They will do a general grain, warehouse and mill business. The company will also operate the E. V. White mill at Gladstone, Mich., and will cater to the local trade and the interior of Michigan.

Barley is accumulating in Minneapolis, but the quality of it is chiefly feed barley. The malting kind is limited in quan-

tity and it is notable that the prices of the better grades have not followed the entire decline of the market in the inferior grades. It required but little support to sustain prices for the good barley. The range in price is now 10 cents as against only 3 cents a month ago.

Line houses report that they have handled half as much grain up to the present time on this crop, as they handled all last season. Commission firms report a decided falling off in the call for money from country dealers, which together with the fact that the railroads are beginning to allow their cars run off their lines is an indicator that a large part of the crop has moved and that the heavy run of the season is over.—Minn.

#### MISSOURI.

St. Louis, Mo.—John J. O'Rourke has opened one of the eltrs. for a transfer and sacking business.

Galt, Mo.—D. H. Clark has just completed a 15,000-bu., gasoline power eltr. on the Burlington.

Versailles, Mo.—I am thinking of building an eltr. next spring, with a capacity of 20,000 to 25,000 bus. It will be located on the Rock Island R. R.—H. Moser.

Drexel, Mo.—Harvey Reed's eltr. was burned Oct. 11 at 7:30 a. m., the fire being due to spontaneous combustion in the dust room. Loss on building and grain, \$4,500; insurance, \$3,300.

St. Louis, Mo.—We had in recently car No. 86360, C. M. & St. P. oats, containing 2750 bushels. How is this for a big car of oats? This is the largest car of oats we have ever had.—Cochrane Grain Co.

Clarksburg, Mo.—The bottom land where we usually raise our surplus grain was overflooded this year and the grain destroyed. The upland grain is not very good, so we will not have a surplus.—Ed. McDannold.

St. Louis, Mo.—E. F. Daly, who was formerly a member of the Brockman-Daly Commission Co. has dissolved the old firm and organized the E. F. Daly Grain Co. with offices in room 418 Chamber of Commerce. The firm will do a commission business.

Iantha, Mo.—We will rebuild our burned eltr. with 10,000 bus. capacity and equip it with 26 h. p. gasoline engine, and modern machinery thruout; also feed mill of 60,000 lbs. capacity per 10 hrs. We will equip to handle grain in transit.—Sparling Grain Co.

St. Louis, Mo.—The J. H. Teasdale Commission Co. which has been in business here since 1848 has gradually passed into the hands of the younger generation of Teasdales, for all of the men who now compose the company are young in years tho they have been brot up in the grain business. The officers of this company which has a big shipping trade to the Southeast in connection with its consignment business are W. T. Teasdale, pres.; Thos. B. Teasdale, vice-pres.; A. L. McDonald, secy; and J. P. Berger, treas.

#### KANSAS CITY LETTER.

Our business here was discontinued May 1—Carrington, Patten & Co.

The J. R. Tomlin Grain Co. has made a connection with Harris, Winthrop & Co., of Chicago.

After Nov. 1 the Missouri grain inspection department will discontinue the grading of Nos. 2 and 3 "color" oats, and oats

formerly so graded will be classed with white oats.—*Daily Drivers Telegram.*

Moore Grain Co. incorporated; capital stock, \$10,000; incorporators: B. C. Moore, J. E. Seaver, E. H. Seaver.

The Board of Trade adopted resolutions Oct. 21 against the acceptance of the railroads' offer of new terminal facilities without a guarantee of a continuance of the present free switching.

Issy Landa of the Southern Grain Co. has advised that the Mexican wheat crop is practically a failure and that considerable wheat will have to be imported whether the duty is lowered or not.

The proposition to do away with the 100-lb. dockage on cars of grain unloaded at Kansas City failed to carry. A majority voted against the deduction, but a 2/3 vote is necessary to repeal a rule. The vote was 70 for the proposition and 54 against.—K.

## NEBRASKA.

Long Pine, Neb.—J. E. Kirkwood, and Krotter & Hall, each contemplate building an eltr.

Meadow Grove, Neb.—The Trans-Mississippi Grain Co. will install a Hall Signaling Grain Distributor.

Crete, Neb.—The Crete Grain & Live Stock Ass'n has opened its new eltr. on the Missouri Pacific R. R.

Gretna, Neb.—Nicholas Bainbridge, a grain dealer, died at Omaha Oct. 14. Mr. Bainbridge was 55 years of age and leaves a family.

Omaha, Neb.—Sewall Sleuman, a wealthy bucket-shop operator, on the night of Oct. 17 shot and killed himself and a woman with whom he was infatuated.

Nebraska City, Neb.—I have resigned my position as mgr. of the Lebanon Farmers Co-operative Assn., and am now employed as traveling agent for the Duff Grain Co.—C. S. Mort.

Elmcreek, Neb.—J. K. Simpson, of Amhurst, has accepted the position of grain buyer for the Trans-Mississippi Grain Co. Geo. Barrett, the former buyer has accepted a position at Callaway.

York, Neb.—The F. P. Van Wickle Co. has been incorporated with \$150,000 capital stock to operate eltrs. at Thayer, York, Houston, Charleston and Stockholm, and the mills at David City, Neb., and at Sturges, S. D.

Arlington, Neb.—O. K. Lewis, agt. for the Nye, Snyder, Fowler Eltr. Co., aged 65 years, while returning home from Omaha, Sunday, Oct. 11, jumped from the train before it came to a stop and landed against a switch post. His face was badly cut and bruised, and his collar bone fractured.

Sidney, Neb.—The Hayes-Eames Eltr. Co., of Lincoln, has brot suit against the Union Pacific Railroad Co. to recover \$221.25 damages for failure to fulfill a verbal contract to lease the eltr. company a site on the right of way on which to erect an eltr.

Omaha, Neb.—J. A. Cavers has recently secured a membership in the Chicago Board of Trade and, together with the writer and Mr. W. C. Fleury, formerly manager at South Omaha for the Woods Bros. Investment Co., have formed a company under the name of the Cavers-Fleury Co. for the purpose of transacting a general commission business, with offices in the Brandeis Building at Omaha and private wires to Chicago. We have let a contract to J. A. Campbell & Sons, Lin-

coln, Nebr., for the erection of a 40,000-bu. addition to our present eltr. at Council Bluffs. This addition and changes to be made in our present plant will double our storage capacity and quadruple our handling capacity.—C. D. Sturtevant, Cavers Eltr. Co.

Beatrice, Neb.—The Nebraska Corn Products Co. is the name our corporation has assumed. We expect to be ready for business by Jan. 1, and will handle strictly high grade corn products of all kinds. The Minneapolis Steel & Machinery Co. will supply the engine, a 16x36 heavy duty Twin City Corliss. The power plant will be 300 h. p. and the mill will have an output of 1,000 bus. finished product, as well as a large feed capacity per day.—H. T. Weston.

## NEW ENGLAND.

Dover, N. H.—Littlefield & Parker will conduct a wholesale grain business.

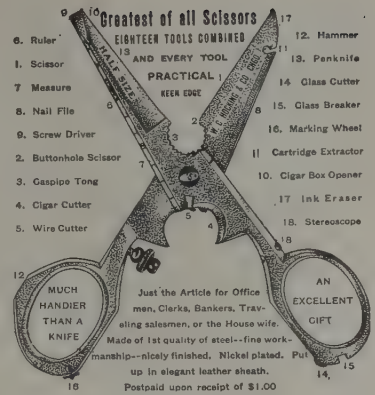
South Quincy, Mass.—Improvements are being made in the grain eltr. of F. H. Crane & Sons.

Ashland, N. H.—The John H. Morrill Grain Co. will now be known as the Morrill Grain Co., Mr. Morrill's brother, of Laconia, an extensive grain dealer, having become a partner.

Waterville, Me.—Merrill, Runnells & Mayo will erect a mill and eltr. The grain eltr. will have a capacity of 18,000 bus. and will be 57 feet high and 50 feet square. James S. Parkin & Son have the contract.

River Point, R. I.—The new grain mill and eltr. built by Frank E. Potter, who succeeded to the grain business of his father, the late Horatio W. Potter, has been completed. The building is 80x30x36 feet and has a capacity of 40,000 bus. and is equipped with a 60-h. p. gasoline engine. The foundation walls are of concrete. The bins are 38 feet in height. The eltr. can care for 1,000 bus. every hour and the mill has a grinding capacity of 100 bus. of meal and 100 of cracked corn in an hour.

Richford, Vt.—One of the most striking of the phenomena attending the terrific explosion that destroyed the Canadian Pacific Ry. eltr., as reported in this column Oct. 10, was the violence and great force of the blast. Not a breath of air was stirring. Suddenly a volcano of flame shot up perpendicularly with an explosive roar that was heard as far as Frelighsburg, Canada. The roof seemed to go into the air in pieces and then a pillar of black smoke floated lazily over the ruins. Pieces of sheet iron that had been blown up with the roof were found more than a mile away. Timbers of the roof and the roofs of cars were blown some distance. The dead body of one of the employees was blown 500 yards and was found in a field near the roof. The facts that the walls remained standing and that the 150-ft. chimney remained intact lead to the opinion that the force of the explosion was mainly upward, the strongly built cribbed bins acting as so many cannons standing on end and pointing upward. Every person within a radius of a quarter of a mile was knocked off his feet. The flames which burst thru every window simultaneously with the explosion soon consumed the walls, and next day fire spread from the ruins and destroyed a residence. About 35 men were regularly employed at the plant, but on the day of the disaster, Oct. 8, only 26 were working. Of these 15 or more were killed and 2 women walking along the



**WM. C. HOCKING & CO.,**  
449 Marine Building CHICAGO

## Use The Mahin Advertising Data Book 30 Days FREE

WE want to place in your hands *The Mahin Advertising Data Book* for 1907.

—As tangible proof that Mahin Personal Service means a thorough analysis, with the advertiser's key in mind, and his selling proposition. It means digging deep for nuggets of selling argument, and constant, helpful co-operation with the Customer and his Sales Force to one end—*Best Results.*

This is the type of Service that we are rendering today to many of the most successful Advertisers in America, in preparing and executing for them—

## Data - Built Advertising Campaigns

And this is the type of Service which is reflected in *The Mahin Advertising Data Book*—which contains the gist—the pure cream—of reliable Data we have gathered, developed, condensed, verified and applied, in years of broad Advertising experience.

*The Mahin Advertising Data Book* details the number of people and the number of families in each State in the Union—showing Rural and Urban populations. It tells how many farmers there are in each section, how many mechanics, railroad men, manual laborers, etc., etc., and their average income.

It tells you of the distribution of Rural Free Delivery Routes, by which to reach Farmers, and has a complete list of dealers in various lines by states.

*The Mahin Advertising Data Book* gives complete lists of Magazines, Women's, Agricultural and Religious Publications, Newspapers, Bill Posting and Street Car facilities, with rates, discounts, "closing dates" etc. Besides, over 100 pages are reserved for owners of Magazine, Newspaper, Street Car and Bill Board space to make most explicit announcement of the advantages they offer Advertisers.

Printed upon fine Crane Japanese Linen paper, with gilt edge, in Red Russia leather—432 pages, vest pocket size. Price, only \$2.00. And we will be glad to send it for a month on approval, to any Advertiser, Advertising Manager, Business Man or Publisher who will write for it. Write for your copy today, to

**MAHIN ADVERTISING COMPANY**

632 American Trust Building, CHICAGO, ILL.

## WANT HELP?

Then consult the "Situations Wanted" columns of the Grain Dealers Journal.



track were burned. Among the missing are Elmer Draper, foreman; Wm. Barney, engineer; Robert Mandigo, weigher; Lucius Wright, Herman Lahue, Almer C. Draper, Charles Nareau, Louis Papineau, Ralph Haire, Clarence Shufelt, Hadley Holcomb, Alfred Forgeue, Osia Jacque, Joseph Jacque, J. Tuttle and D. Laporte. The explosion is supposed to have been due to the ignition of dust floating in the air. How the dust became ignited will ever remain a mystery, as all the eyewitnesses were killed instantly.

### NEW JERSEY.

Jersey City, N. J.—In a bucket-shop raid on the offices of the Standard Grain & Stock Co., Oct. 12, the police captured 27 employees, and later found the manager, Edward Altemus, alleged to be a member of the Jersey City Stock & Produce Exchange and the Consolidated Stock & Produce Exchange of Pittsburg, Pa. The complainant was a fellow bucket-shop operator who had leased a wire of Altemus.

### NEW YORK.

Batavia, N. Y.—The grain warehouse of H. Macomber burned recently. Loss \$5,000.

New York, N. Y.—Exporters and grain shippers held a meeting Oct. 9 to protest against the provisions of the new uniform B/L.

New York, N. Y.—Geo. J. Jones, representing the Husted Milling Co., of Buffalo, has applied for membership in the Produce Exchange.

New York, N. Y.—Wm. McCord, doing business as Henry D. McCord & Son, has been granted a discharge in bankruptcy. Liabilities, \$210,811.

New York, N. Y.—Wm. H. Oates, who formerly represented Dudley M. Irwin, the barley dealer of Buffalo, has gone into grain brokerage on his own account.

Honeoye Falls, N. Y.—Major Wm. F. Bowney, who for 50 years was one of the leading dry goods, produce and grain men of this section, died Oct. 6, aged 83 years.

Walton, N. Y.—The W. R. Kilpatrick Co., incorporated; capital stock, \$25,000; incorporators: J. H. Townsend, W. R. Kilpatrick. The company will deal in grain, flour, feed and hay.

New York, N. Y.—By a vote of 3 to 1 the members of the Produce Exchange recently adopted the amendment to the rules that will effectively dispose of the gratuity fund incubus. The gratuity fund is life insurance benefit which has proved costly to surviving members. Now there will be two classes of memberships, associate and old style. The associate memberships will not participate in the insurance fund, but will have all the benefits and privileges for business purposes. A peculiarity of the new arrangement is that the associate members will have no right to vote for officers nor to hold office. A good demand has already sprung up for the non-participating memberships.

### BUFFALO LETTER.

Fire on the morning of Oct. 16 damaged the City Eltr. \$100.

The barge Antrim has laid up in the harbor with 275,000-bu. of oats. This is very early to tie up.

Bran has suddenly dropped off a dollar, with grain holding its own and sometimes advancing a little. Some of the

members of the trade had a notion that the semi-spurious cheap feeds have hurt that trade.

The state millers for the first time in a number of years, find that they can use western wheat to advantage.

The grain eltr. and feed mill of A. Nowak & Son was burned on the night of Oct. 7. Loss, \$75,000; insurance, \$40,000.

Car grain has run very scarce of late, reports on wheat, corn and oats running very low some days, tho the reverse is the case with barley.

The canal is now doing a big trade in grain, having taken out 960,000 bu. in the week ending Oct. 17, which is about two-thirds of the amount taken by rail.

There is report of a little new corn on the market, this early arrival being on account of the warm dry season. It sells about 6 cents under the same grade of old corn.

It appears that both state wheat, whether sprouted or not, and drum wheat are used more than ever before for chicken feed, farmers finding that they can get more out of it that way than any other.

Chief Grain Inspector Anderson is very much pleased with the run of new corn he is getting. It has started very early and the weather is so fine that it is in excellent condition for the time of year.

The grain trade has been pretty independent of the financial situation but it falls in line with other things somewhat when people begin to talk about "after election." This is a foolishness that catches almost everything.

Car wheat is running pretty low again, the inspectors often reporting not more than one car a day, but there is quite a good deal of wheat sold here for all that, as so much is coming in by lake. The Kansas wheat trade is dropping very low, as our dealers and consumers do not think it is worth the extra price that is asked for it.

Still a very dull state of the barley trade, but maltsters are bound to be very cautious all this season as it is reported that they bought too much last year, besides they are still afraid of the future of the malt trade. They know that there is plenty of barley, there being close to a million bushels in store here, which is very much more than there was a year ago.

Spencer Kellogg has settled his suit against the railroads and the Western Elevating Ass'n for discrimination against his eltr. The case was about to come to a new trial after Kellogg had been awarded \$6,000 damages. Kellogg's eltrs. have been out of the pool since the suits were started 5 years ago, but now will join the Ass'n. The only house not in the pool is the Richmond Eltr.

Captain James J. H. Brown, vessel agent and owner, has bought the Wilkeson Eltr. on Buffalo River, taking it apparently as an investment, as he says frankly that he does not know what he is going to do with it and adds that winter storage in wooden eltrs. is a problem so long as steel vessels will take grain to hold at half a cent with a lower rate of insurance. The eltr. has a bin capacity of 450,000-bu. and is not in the pool, not having been used this year.—J. C.

### NORTH DAKOTA.

Overly, N. D.—George Terwilliger, of Sioux City, Ia., has purchased the Grib-

bin-Alair Grain Co. eltr.; M. J. Flahaven is agt.

Glenburn, N. D.—I have purchased Harry Gidley's eltr. at this place—Arthur Butts.

Sawyer, N. D.—I am going out of the grain business for some time.—C. D. Richmond.

Fargo, N. D.—The Northwestern Eltr. Co. & has installed a 10-h. p. engine in its new engine room.

Heaton, N. D.—The Farmers Eltr. Co. has bot the Heaton Lumber Co.'s eltr. for \$7,000. Possession will be given Jan. 1, 1909.

Lehr, N. D.—The contract for the rebuilding of the Farmers Eltr., which was recently destroyed by fire, has been let to A. L. Laurent.

Coulee, N. D.—I have accepted a position with the C. P. Ry. in the land department with headquarters at Aberdeen. —N. J. Lindgren.

Arthur, N. D.—The Northwestern Eltr. Co. has installed a gas engine and is building an up-to-date engine house and office; J. A. Burgum is agt.

Anamoose, N. D.—The Royal Eltr. Co.'s eltr. at this place collapsed Oct. 2, and 20,000 bus. of wheat was exposed to the weather. Loss to the building is estimated at \$1,000.

Mercer, N. D.—H. L. Dorn, who was formerly agt. of the Acme Grain Co. Eltr. at Sheldon, is now mgr. of the Great Western Eltr. Co., which bought out the Acme Eltr. Co.

Medina, N. D.—J. H. Doty and W. E. Stege have bot the stock of the original investors in the Medina Mill & Eltr. It consists of 100 bbl. mill equipped with all late machinery and a 40,000-bu. eltr.

Lucca, N. D.—The Farmers Eltr. Co. expects to have its eltr. ready to receive grain by Nov. 15. It will have a capacity of 35,000 bus. and will be equipped with all modern improvements.—Ben Kruse.

Inkster, N. D.—The Minneapolis & Northern Eltr. burned Oct. 9. The fire was caused by the explosion of a lantern dropped from the hands of the workmen in the bottom of a bin. The eltr. is a total loss.

Dickinson, N. D.—Work on the new eltr. and flour mill of the Missouri Valley Milling Co. has been delayed two months on account of the faulty foundation, which will be torn out. A new contract has been let to another builder.

### OHIO.

Holgate, O.—P. Knepper is a scooper.

Hemler, O.—L. H. Murrey is a scooper.

New Bavaria, O.—Joe Brown is a scooper.

Greenfield, O.—J. E. Iseman is a scooper.

Hooker, O.—M. S. Vought is a scoop shoveler.

Lynchburg, O.—S. B. Craig & Co. are scoopers.

Atlanta, O.—I am improving my eltr.—C. G. Campbell.

Rockford, O.—B. McCristy and Jos. Gibson are scoopers.

Continental, O.—We have added a grain drier.—Buckeye Eltr. Co.

Eaton, O.—A. Irvin Cotterman has succeeded Dillman & Cook.—O.

Columbus, O.—The Ohio State Millers Ass'n, which has been in existence for years, has now been incorporated. The

fall meeting of the Ass'n will be held at Toledo, Nov. 18 and 19.

Ingomar, O.—H. H. Payne is out of business.—Ingomar Milling Co.

McComb, O.—Raymond P. Lipe, C. C. Woods, mgr, is a scoop shoveler.

Pittsburg, O.—We will put in a new ear corn loader.—Union Grain Co.

Rimer, O.—We have made some general repairs on our eltr.—D. R. Risser.

Grover Hill, O.—Ireton Bros. are building an eltr.—Henry R. Allen, Paulding.

Forest, O.—We have leased our eltr. to the Sneath-Cunningham Co.—G. W. Fox & Co.

Moffitt, O.—Gebhard & Co. are building an eltr.—McManness Milling & Grain Co., Findlay.

Fremont, O.—We have changed our name to Wolfe Bros. Eltr. Co.—J. H. Wolfe & Bros.

Vaughnsville, O.—We have put in a new sheller and made some repairs on our eltr.—D. R. Risser.

Worthington, O.—F. H. Wright, grain dealer at this place, & died Oct. 21.—F. S. Hanley, Elmwood.

Orrville, O.—W. H. Rohner is a grain dealer here, but is a scoop shoveler at several other stations.

Greenfield, O.—We have recently installed a new seed cleaner in our warehouse.—C. C. Norton's Sons.

Wilmington, O.—J. V. Metzger & Co. have no eltr. now, only an office, and he is trying to be a track buyer.

Greer, O.—Our p. o. is changed from Greerville to Greer and our shipping point is Edlam, O.—C. V. Banbury.

Scipio Siding, O.—I have sold my business to W. W. L. Steward, who will take possession next month.—S. J. Beeghly.

Mercer, O.—J. F. Fisher has sold his eltr. to John I. Dysert & Co. Behymer Bros. of Rockford, O., are interested.—O.

Atherton, O.—J. F. Davis of Atherton contemplates building an eltr. on the Stratville Div. B. & O.—M. Kelsey, Hebron.

Bellevue, O.—The Ohio Hay & Grain Co., of Findlay, has been encouraging scoop-shovelers by starting them in business.

De Graffe, O.—J. W. Thatcher has sold out to Andy Mohr, who is repairing the same eltr.—J. E. Wells & Co., Quincy, O.

Rice, O.—Raymond P. Lipe, of Toledo, attempted to buy grain at this place by bidding 5 cents over the market; but did not succeed.

Rawson, O.—It is understood that the Ohio Hay & Grain Co. is a part of the Arnold Co., successors of Chas. Watson.—Risser Bros.

Eaton, O.—A. E. Cotterman has bot the 1,000-bu. eltr. of Cook & Dillman. The firm will now be known as the Cotterman Co.—J. H. Musselman.

Hancock sta., McComb p. o., O.—The Hancock Grain & Milling Co. has installed a new Monitor Cleaner and an extra grain leg.—Chas. Shuler, mgr.

Maplewood, O.—L. W. Baker & Co. have retired from the grain business and Simmons, Faulkner & Cook own the house now.—Maplewood Eltr. Co.

Leipsic, O.—I shipped on Sept. 26 the first new shelled corn from Putnam Co. The same car sold in Buffalo, N. Y., Oct. 2 to Pratt & Co. at 80 cents; this car was

also the earliest arrival of new shelled corn on record at Buffalo.—C. W. Franklin.

Groveport, O.—Baum & Herr are the only regular dealers at this point. William Leyshon is doing a scoop shovel business here, and has been for several years.

Willshire, O.—The Willshire Milling Co. has let the contract to the Burrell Engineering & Construction Co. for a 20,000-bu. eltr. and 26x30x40 ft. mill building.

Hebron, O.—Kirk & Co. is a new firm. I have succeeded Lawyer & Kelsey; am principally engaged in lumber; track buy hay and grain only at present.—M. Kelsey.

Piqua, O.—Business is dull; every one is waiting until TAFT is elected and Bryan again takes up his lecture tours to prepare for another try in 1912.—C. N. Adlard.

Cincinnati, O.—Out of respect to the memory of Thos. Morrison, at one time its pres., who died recently, the Chamber of Commerce adjourned at 1 o'clock Oct. 6.

Metamora, O.—We are building a corn crib of 5,000 bus. capacity; doing a nice seed business, corn of the finest quality ever.—S. L. Rice, Mgr. The Metamora Eltr. Co.

Rosewood, O.—Geo. Stephenson and Weimer & Sons, have leased their eltrs. to the Rosewood Grain Co. George E. Stephenson is mgr.—J. E. Wells & Co., Quincy, Ill.

Prospect, O.—The Prospect National Mill Co., whose plant burned in March, has removed to Marion and purchased the plant of the Marion Milling Co.—H. W. Wolfley.

New Bavaria, O.—Dietrick & Domer have just completed a new modern eltr.; they are also putting in a new feed grinder.—Peter Hornung, Agt., Morrison & Thompson Co.

Columbus Grove, O.—The Columbus Grove Grain Co. is rebuilding its eltr., and installing an 32-h.p. gasoline engine, new sheller and passenger lift and cleaners furnished by the Philip Smith Mfg. Co.

Lexington, O.—We have recently installed a seed cleaning outfit at our new Fredericktown eltr. The mill was furnished by the Frame Mfg. Co. and is of 125 bus. per hr. capacity.—The Cockley Milling Co.

Yellow Springs, O.—We are owners of the eltr. formerly owned by Fred Schlientz & Sons. However, they are still buying grain and scoop shoveling. Thos. DeWine is not interested in the grain business.—The John DeWine Co.

Mansfield, O.—In the suit by the Bucyrus Hay & Grain Co. against Agnes Vantilburg and M. A. Hammet the jury gave defendants judgment for \$24.54 on a counterclaim for failure to take away hay within the specified time.

Cincinnati, O.—Judge Thompson on Oct. 15 gave the hay dealers 30 days in which to file an amended petition in their suit against the railroads to retain the allowance of \$1.50 per car on hay handled thru the dealers' warehouses.

Ft. Recovery, O.—W. J. Steinburner is no dealer. He is firing the boiler at the St. Clair mill, and is not interested in the business at all. Have not had a scoop shovel dealer for two years.—E. J. Woeste, local mgr. The Jay Grain Co.

Toledo, O.—There has been a fair movement of corn during the past ten days. While most of it is running cool

## Special Grain Shovel Rope

A marlin covered wire rope flexible as manila rope and much more economical.

Also Special Car Pulling Rope and Jupiter Transmission Rope

DURABLE WIRE ROPE CO.

BOSTON  
26-30 Atlantic Ave.

CHICAGO  
32 S. Canal Street

## NON-FREEZING SOLUTION

In Your Gas Engine Tank

SAVES TIME, MONEY AND WORRY

RHODES' CALCIUM CHLORIDE

dissolved in water will make a solution that cannot freeze at 27° below zero.

It will not rust or affect the engine in any way, and it is cheap and easy to handle. Tons of it were used last year with success. It is also good for fire barrels.

WRITE US FOR INFORMATION

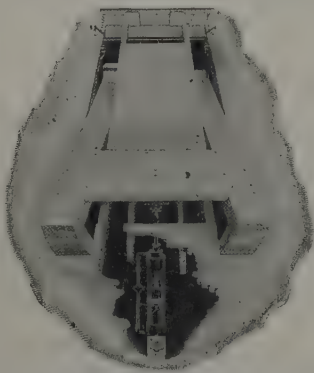
James H. Rhodes & Company

No. 117 E. KINZIE ST., CHICAGO

## NO JAR OR JOLT

When You Have a

Reliance Automatic Dump Controller



The movement of the dump is smooth and slow. The controller is simple in construction, easily installed and requires no attention. Absolutely automatic. Study cut carefully and you will be convinced that this device is something you cannot afford to do without.

Hargreaves & Godel of Manhattan, Ill., write: "We have given the Reliance Dump Controller a thorough test and find them to be all you represent and a perfect dump controller."

Sent on 30 Days trial. RELIANCE CONSTRUCTION CO., Indianapolis, Ind.



and sweet, a small percent is grading No. 3. The movement this year is fully a month earlier than last year.—Southworth & Co.

Youngstown, O.—I am erecting a new storage building for the storage of bulk grain and sacked goods. With our present storage capacity we will be able to store 50,000 bus. of bulk grain. The building will be located on the B. & O. R. R.—Albert H. Buchle.

Columbus, O.—The Scioto Valley Cereal Co. incorporated; capital stock, \$40,000, incorporators: C. E. Newton, H. M. Craiglow, T. C. Craiglow, M. E. Craiglow, T. A. Newton. The new company will take over the business of the Sioto Valley Grain & Milling Co.

St. Paris, O.—Our eltr. here is a transfer eltr. of 50,000 bus. capacity. We have just enlarged our eltr. at Thackery, O., to 40,000 bus. capacity, and have installed a new steam plant and increased the capacity of our St. Marys eltr. to 10,000 bus.—The McMorran Bros. Co.

Van Wert, O.—The new uniform B/L was discussed at a meeting of grain dealers of northwestern Ohio and Northeastern Indiana held here recently, when they voiced their objections to its conditions, especially the 10 per cent higher freight rate. The dealers felt that they would not get a square deal under the provisions of the new bill.

Lyons, O.—The Lyons Grain & Coal Co. has organized with Samuel Kahle, pres., H. H. Tredway, sec'y and treas., R. C. Smith, mgr., and has built a warehouse 60x24 feet, coal bins for 20 cars of coal and handles lime, cement, tile, seeds, grain, flour, feed and coal; with eltr. capacity of 18,000 bus.—S. L. Rice sec'y and treas. The Metamora Eltr. Co.

## OKLAHOMA

Alex, Okla.—Moore & Moore are building a corn eltr.

Foyil, Okla.—An eltr. will be erected by the Union Grain Co.

Minco, Okla.—Moore & Moore are building an eltr. to handle corn.

Carnegie, Okla.—The Home Grain Co. is building cribs to hold 50,000 bus. of corn.

Watonga, Okla.—Marshall Bros. will erect an 8,000-bu. eltr. soon.—S. A. Marshall.

Lawton, Okla.—Corn cleaning machinery will be installed by the Lawton Mill & Eltr. Co.

Chickasha, Okla.—E. H. Linzee has his new corn eltr. completed; and is handling corn in ear lots.

Greenfield, Okla.—Home Grain Co. is rebuilding its eltr., putting in all new machinery to handle corn.

Verdon, Okla.—Home Grain Co. is repairing its eltr., putting in new steel pan, corn sheller and cleaner.

Ninnekah, Okla.—G. W. Thomas is building a corn eltr. with a capacity of 25,000 bus., costing \$10,000.

Watonga, Okla.—Home Grain Co. has leased its eltr. at this station to the Robey Grain Co. of Oklahoma City, for one year.

Temple, Okla.—I have bot the Mell & Cole Eltr. at Temple and put in an up-to-date shelling plant.—R. L. Brown, Lavan, Texas.

El Reno, Okla.—The El Reno Mill & Eltr. Co. had a small blaze on the afternoon of Oct. 1. The sparks from a Ft.

Smith & Western engine set fire to a cob pile, but by quick work of the employees no serious damage was done.

Arapaho, Okla.—The J. W. Dixon Grain Co. has been changed to the Arapaho Mill & Eltr. Co., with J. E. Miller, in charge.

Hydro, Okla.—The El Reno Mill & Eltr. Co. are doing some extensive improvements on its house. J. A. Horn is doing the work.

Bison, Okla.—The El Reno Mill & Eltr. Co. is installing a new sheller, cleaner and gasoline engine, cob house and dust house. J. A. Horn has the contract.

Waynoka, Okla.—We have bot the Waynoka Grain & Coal Co.'s business; Geo. Marsh, of Renfrow, will act as mgr., taking possession Oct. 15.—Deer Creek Eltr. Co., Deer Creek, Okla.

Blackwell, Okla.—The Blackwell Grain Co., successor to the Farmers' Eltr. Co., has added a cleaner, corn sheller, ear corn dump and a grinder for meal and chop, and doubled the capacity to 10,000 bus. of wheat and a like amount of corn. The new improvements will cost from \$5,000 to \$6,000.

## OREGON.

Pendleton, Ore.—The barley warehouse of W. S. Byers, containing 15,000 sacks of barley, was burned on the evening of Oct. 5. Loss, is about \$6,000, with \$2,000 insurance on the building.

Athena, Ore.—The Pacific Coast Eltr. Co. will discontinue its wheat agency at this station, and it is rumored that the Puget Sound Warehouse Co. will also discontinue. The reason assigned is that the Preston-Parton Milling Co. pays 2 to 3 cents more to the bushel than the warehouse companies can afford.

Albany, Ore.—Alleging fraud in the management W. H. Goltra petitioned the court to appoint a receiver for the Albany Farmers' Warehouse Co., and S. M. Garland, of Lebanon, has been made receiver. It is said only 29,000 bus. of grain is on hand to meet 83,000 bus. of outstanding warehouse receipts. The directors are made defendants, and admit the insolvency of the company.

## PENNSYLVANIA.

Pittsburg, Pa.—The receipts of ear corn continue to be ample for all requirements and are without exception new corn. While an occasional car of old corn could be placed at 85c and 90c a bushel, still the principal demand is for new corn owing to difference in price. As yet there is no new corn dry enough to pass into the regular grades, all going "no grade" if sound and "rejected" if unsound. A few cars of ear corn have been shelled, but the outcome has not been satisfactory on account of the heavy loss in weight.—Grain and Hay Reporter.

## PHILADELPHIA LETTER.

The Board of Trade of this city celebrated its seventy-fifth anniversary of organization at the Bellecour-Stratford with a grand banquet on the night of Oct. 14.

Presidential straw votes are being taken about the bourse and the business exchanges and thus far it stands as between Taft and Bryan in the proportion of 3 to 1. But how will it be when the hay vote is taken?

Sec'y George F. Stone, of the Chicago Board of Trade, was the guest of the Commercial Exchange a few days ago

while on the floor and received a right royal welcome supplemented with the regulation songs and trade hurrahs and yells.

The new organized Pennsylvania State Railroad Commission held its first session here during the week and were besieged with petitions and applications from many sources asking for railroad compulsion and the righting of numerous grievances, and listened patiently to lawyers and laymen for a full week, all opinions and findings being reserved.

Sec'y Frank Evans Marshall, of the Commercial Exchange, and former Presidents Col. E. L. Rogers, James L. King, with Vice President E. H. Price, and E. E. Delp and Chief Inspector W. J. Duffy, who represented the grain interests of this port at the annual convention of the National Association, returned highly pleased with their reception and proud of the honors extended several of the members.—S. R. E.

## SOUTH DAKOTA.

Britton, S. D.—L. G. Richards has leased A. Owen's eltr.

Alcester, S. D.—The Farmers Eltr. Co. is building a 30,000-bu. eltr.—G. N. Weed.

Pierpont, S. D.—Frank Lewis is agt. for the National Eltr. Co. in place of O. J. Sletten.

White, S. D.—C. L. Wolhuter has resigned as mgr. of the Farmers Eltr. Co. Fred Barg will succeed him.

Doland, S. D.—An eltr. for DeWald & Walter, of Freeman, has been erected by the Younglove Construction Co.

Mitchell, S. D.—I have sold my eltrs. at Delmont and Armour to Earnest Weiland, of Delmont.—A. H. Betts.

Hudson, S. D.—The Farmers Eltr. Co. is building an eltr. The Younglove Construction Co. is doing the work.

Twin Brooks, S. D.—We are going to give our eltr. a general repairing.—R. R. Bohn, mgr. Twin Brooks Eltr. Co.

Beresford, S. D.—The Farmers Eltr. Co. has purchased the Reedy Grain Co.'s eltr. and will begin operation Jan. 1.

Kimball, S. D.—Geo. Bradshaw is building a 20,000 bu. eltr.; L. Buege has the contract.—A. H. Betts, Mitchell, S. D.

James, S. D.—The Empire Eltr. Co. has put in a new ground pitless scale, and will handle coal hereafter.—Henry Roers, agt.

Broadland, S. D.—The Atlas Eltr. Co. will erect a 25,000-bu. eltr. in about a month.—W. F. Lytle, agt. G. W. Van Dusen & Co.

Canton, S. D.—The South Dakota Grain Co., of Parkston, S. D., has just let contract to the Younglove Construction Co. for a 26,000 bu. eltr., to be built here. W. C. Gemmill will build an eltr.

Twin Brooks, S. D.—E. M. Harper, agt. Reliance Eltr. Co., who was badly bruised by being caught on an eltr. shaft while at work, is able to resume work after being laid up for a month.—R. R. Bohn, mgr. Twin Brooks Eltr. Co.

Groton, S. D.—Another Farmers Eltr. Co. has been organized, with about 75 of the best farmers in this locality interested. They will build a 60,000-bu. house with two dumps, cleaner, automatic weighing out scale, and electric power.—L. C. Kranhold, agt. J. G. Brady Eltr. Co.

Le Beau, S. D.—The warehouse and business of the Le Beau Grain Co., formerly owned and operated by W. L. Merrick, cashier of the Dakota State Bank,

have been purchased by George L. Shaw, implement dealer. The capacity of the house is 3,000 bus.—G. L. Shaw, mgr. Le Beau Grain Co.

Carthage, S. D.—We have incorporated. Capital stock, \$10,000. M. E. Harmon, pres., S. L. Torgerson, vice pres., Chas. E. Barkl, secy-treas. The company will build an eltr. of 30,000 bus. capacity as soon as a site can be secured on the C. & N. W. Ry. Co. Bids are being taken.—Farmers Eltr. Co.

## SOUTHEAST.

Norfolk, Va.—J. N. Gwaltney's wholesale feed and grain store burned Oct. 15. Loss on feed, \$4,000; on building, \$1,500.

## TENNESSEE.

Memphis received 13 cars of new corn Oct. 13, three grading no grade and the rest No. 3, all from Oklahoma.

Obion, Tenn.—The corn plant of the Obion Mill & Eltr. Co. will be remodeled and some new machinery added, including wheat cleaners.

Memphis, Tenn.—The demand for oats has been very good, but the quality is poor, which gives the mixers a chance to get in their work. For instance a local firm a short time ago sent out bids offering 47½¢ for No. 3 oats, while it was quoting same to the trade at 46½¢.—O.

Nashville, Tenn.—We are in the market for plans and machinery for a 100-ton feed mill outfit, including alfalfa milling plant. We want an up-to-date mill and have been looking around at several plants, but haven't found anything just yet that would suit us.—Hughes Warehouse & Eltr. Co.

## NASHVILLE LETTER.

The Dixie Grain Co. of Shelbyville, Tenn., has bot the Monarch Roller Mills of that place and will operate it.

The Hackney Feed Co. of Knoxville has been granted an amendment to its charter increasing its capital stock from \$50,000 to \$100,000.

The Gainesboro Milling Co. has been organized at Gainesboro, Tenn., by L. R. Anderson, H. P. Spuvey and others. A roller mill will be put in.

The season for car troubles is here, but so far none of the local grain men have reported the least trouble. None is anticipated unless the movement of cotton causes a little trouble.

Paul Buchli, Rural Route No. 11, Nashville, is exhibiting a sample ear of Osborn seed corn for which he claims great things. He says he can find many ears a foot long, nine inches in circumference and well filled with large grains.

New corn is now coming on the market, but receipts are limited. It will be two or three weeks before the movement is heavy. The new grain when it first came in ten days ago was quoted around 80 cents, but it is now selling at 71½¢ on a basis of Nashville delivery.

At the last meeting of the Southeastern Millers Ass'n the main topic of discussion was the pure feed question. J. Allen Smith of Knoxville reported that the question of having a uniform law would be discussed at the meeting of the Southern Ass'n of Commissioners of Agriculture and that what was done there would probably determine the outcome of the movement.—M.

## TEXAS.

McLean, Tex.—The Canadian & El Reno Eltr. Co. will build an eltr.—R. L. Kennedy, Alanreed, Tex.

Krum, Tex.—The Benton Mill & Eltr. Co. of Benton, Tex., has bot out the Krum Mill & Eltr. Co. and will conduct the business.

Bonham, Tex.—The Bonham Mill & Eltr. Co.'s plant was burned Oct. 14, causing a loss of \$20,000. The fire started from the engine of the corn sheller.

Dallas, Tex.—The Lawther Grain Co. has bot the retail grain business of G. A. Knight & Sons. Knight & Sons will go into the grain storage business exclusively.

Beaumont, Tex.—The Garrett Grain & Milling Co. on Oct. 20 opened its eltr., which is the first one built by the Josey-Miller Grain Co. The feed mill will soon be started.

Rochester, Tex.—The corn sheller and mill belonging to A. B. Carothers was burned on the afternoon of Oct. 14 with 2,000 bus. of corn destroyed. Loss, \$5,000; no insurance.

Marlin, Tex.—The Allen-Curry Lumber Co. has changed its name to that of the Marlin Lumber Co. Chas. B. Monday, pres., E. T. McKinney, vice pres., O. E. Curry, secy-treas., T. A. Cheeves and W. M. Gunnell. We also deal in grain and coal.—C. B. Monday, pres.

Ft. Worth, Tex.—Fire destroyed the warehouse of the Walker Grain Co. Oct. 3, shortly after 7 p. m. The building was owned by W. J. Boaz and was built about eighteen years ago at a cost of \$7,000 and was insured for \$5,000. J. L. Walker stated that the building was filled with grain of all kinds to its fullest capacity and estimates the loss at \$35,000, with \$27,500 insurance.

## WASHINGTON.

Seattle, Wash.—The Palmerton-Harvey Grain Co. has changed its name to the Palmerton-Leasure Co.

Dayton, Wash.—Grain dealers estimate that 1,000,000 bus. of grain is stored in the warehouses here and at the Turner extension.

Spokane, Wash.—It is only a matter of time when eltrs. will be built at all the stations through the wheat-raising districts here, facilitating the handling of wheat and making it easier in every way for the farmer to dispose of his crops. There are now on the line of the Great Northern west of here 10 grain eltrs., all of which have been constructed in the last year.—J. M. Gruber, gen. mgr. operating dept., Great Northern R. R.

Seattle, Wash.—The commission merchants' law, about the application of which there has been considerable uncertainty since its enactment a few years ago, has now been declared unconstitutional by Judge Frater. The test case was against H. S. Emerson, who received a consignment of produce, and refusing to comply with the law, was taken before Justice Carroll, who sustained defendant's demurrer. The state then appealed to the superior court and has now appealed to the supreme court. The defense is that the law is class legislation.

## WISCONSIN.

Embarrass, Wis.—The Peterson Produce Co., of Waupaca, expects to build an eltr. this fall.

Antigo, Wis.—The Antigo Hay & Grain Co. had a fire recently, which caused considerable damage to the machinery. It is

SEND FOR FREE SAMPLE



## You Can Consign

to larger houses and you can sell to smaller houses, but you cannot ship your grain to any firm which will work harder for your interests than

## The Consolidated Grain & Hay Co.

HENRY J. GOOD, President  
"Large Oaks from Little Acorns Grow"  
Cincinnati, Ohio



Five of the many  
Reasons why the

## Kennedy Car Liners

Should be used

1. They prevent the Leaks.
2. Easily installed.
3. Shortage reduced to a minimum.
4. Leading dealers everywhere recommend them.
5. Trouble and delay incident to filing of shortage claims eliminated.

Cost, \$1.40 per Car

The small orders are appreciated because they always lead to larger ones.

MADE BY

Fred W. Kennedy  
SHELBYVILLE INDIANA



supposed to have started from the electric light wires.

Eau Claire, Wis.—The Northwestern Flour & Grain Co., recently incorporated, will erect an elevator 170 feet long.

Freedom sta., Sagole p. 6, Wis.—Fred Zeigler had his right arm caught in a corn shredder, which necessitated its amputation above the wrist.

Hixton, Wis.—The Farmers Grain & Mercantile Co. incorporated; capital stock, \$3,000; incorporators: George B. Maule, E. G. Wallace, H. E. Burton.

Superior, Wis.—The Wisconsin Grain & Warehouse Commission is publishing a card monthly with a record of the bad order cars arriving and mailing it to the grain shippers of the northwest, with a view to having more care taken in loading.

Reedsville, Wis.—We have bot the elevator of the Western Eltr. Co. for \$3,000; the elevator holds 15,000 bus. and contains 9 bins. There will be no improvements, as the elevator is in first-class condition. The Western Supply Co. by whom the elevator has been run since 1901, is to stay. Ed. Reinemann, who has put in \$1,500 as his share in the business. We also handle flour, corn, salt and cement.—P. Reinemann, mgr. Western Supply Co.

Superior, Wis.—Two men were caught stealing grain and one man stealing grain doors recently. One pleaded guilty and was given 5 days in the workhouse. Another agreed to leave town. An officer of the Great Northern states that there appeared to be an organized movement for the theft of wheat. One morning he found 30 persons at the sweeping and stealing business in the Great Northern yards. The sweepers have watchmen out in all directions to warn them of the appearance of detectives. Thousands of bus. of grain are being stolen.

#### MILWAUKEE LETTER.

The Chamber of Commerce on Oct. 20 voted to adopt four grades of velvet chaff wheat.

Barley business is not of the best. Eastern people not buying, waiting until after election.—P. C. Kamm.

The Franke Grain Co. is installing a complete electric lighting system in its elevator, Pabst "B." The plant will be run by electricity instead of gas, as formerly.

Jacob Held, Sr., flour and feed merchant, has been arrested charged with obtaining \$500 under false pretenses. Arthur C. Liepe, druggist, is the complainant.

Memberships in the C. of C. are quoted at \$275 net to the buyer. For the time being sales of these precious necessities have dropped off, none being sold lately.

Chas. R. Lull & Co. have employed L. W. Gifford and J. H. Barrett, both of whom were with the Northern Grain Co. Mr. Gifford has charge of the consignments.

A. J. Meyer and Chas. Stolper have applied for transfer of their memberships in the C. of C. Applications for membership have been made by Chas. Stolper, Jr., and Hinkley D. Atwood. Carl Rauert was elected a member at a special meeting of the B. of D.

Freight agents representing all railroad lines entering Minneapolis and St. Paul recently inspected Milwaukee's freight handling facilities as guests of the Merch. & Mnfrs. Ass'n, and were agreeably surprised with the progress made in this line. W. S. Martin, representing the

Northern Pacific, was both surprised and delighted with the situation.

Notice has been received by the C. of C. that the hearing on its complaint against the C., R. I. & P. Ry. for the establishment of thru rates over that company's lines from points in Iowa, Minnesota and Illinois to Milwaukee will be held Oct. 26th by Commissioner Harlan. Geo. A. Schroeder, Chrm. of the Trans. Com., will appear for the Chamber.

There has been a good demand for feed barley at fair prices in trunk line territory. That seems to be the only thing we can work. Trade has never been better in this territory. Been pretty fair in the Southeast up to a week ago, and then everything was knocked out. It looks to us as if we were going to have a little stronger market now and there seems to be a general picking up from eastern trade. After election people will be more inclined to order.

Geo. H. D. Johnson, former president of the C. of C., attended the waterways committee meeting held at Chicago, and states that the proposed ship canal to the Mississippi would so lower lake levels as to menace navigation interests. Mr. Johnson says it has been shown that a flow of 10,000 cubic feet is more than sufficient for sanitary purposes and that this will lower all but Lake Superior, and will also lower the St. Clair, Detroit and St. Lawrence rivers from 4½ to 6½ inches, while 14,000 cubic feet will lower them from 6 to 8½ inches.

On the whole I think the new uniform B/L is a step in the right direction, notwithstanding that there are one or two objectionable features in it. To bring about more uniformity is the point aimed at, and the idea is general on the part of the railroads. There are some clauses which are not entirely clear to shippers, but they will without doubt work in line. The section in relation to the filing of claims within four months is a bit arbitrary, altho it may bring about a closer attention on the part of shippers to the filing of claims and an evident desire of the railroads to adjust claims more promptly. Of course the time specified we will endeavor to comply with, but if we can't file them within four months why we will file them later. That is one of the constitutional rights of a shipper. What we object to, however, is the section embodied in the B/L releasing the carrying company from liability for discrepancies in weights at originating and destination points. This is another common law right of shippers. The shipper is at a disadvantage, tho, for proof. For instance, suppose a car in order to reach its destination must pass over two lines of railroad, and while in transit over the initial line was leaking, but on being transferred to the connecting line was repaired and a report of the loss made to the initial line. The shipper not being advised of this fact by that line would have no proof of loss over the first road, consequently would not be able to collect the loss, as the burden of proof rests with the shipper. This is one point on which we are hammering and expect that with continued poundings the inserting of a "carriers liability" clause will be accomplished.—Geo. A. Schroeder, Chrm.—Slits.

One of the largest checks paid a farmer for corn grown by himself was handed to John Canavan at Webster City, Ia., recently, by the Trans-Mississippi Grain Co. He sold 9,896 bus. and received \$7,026.85.

## Supreme Court Decisions

**Revocation of Arbitration Agreement.**—Where an agreement to arbitrate was a part of the contract into which the parties had entered, it could be revoked only by mutual consent.—Frederick v. Margwarth. Supreme Court of Pennsylvania. 70 Atl. 797.

**Warehousemen's Liability.**—Where a steamship company had a right to use a wharf belonging to a certain warehouse, and also to use the warehouse, and removed the cargo of a vessel and placed it in the warehouse from which it was stolen, the cargo was not "stored," in a technical sense, so as to render the warehousemen liable as such; it not having been delivered to them and a warehouse receipt taken.—Evans v. New York & P. S. Co. District Court, New York. 163 Fed. 405.

**Stoppage in Transit and Bankruptcy of Buyer.**—The doctrine of stoppage in transit, which was previously firmly established as a part of the general body of the law, is not abrogated by Bankr. Act, July 1, 1898, c. 541, 30 Stat. 544 (U. S. Comp. St. 1901, p. 3418); and the fact that a consignee has been adjudicated a bankrupt, and a receiver or trustee appointed for his estate, does not affect the right of the consignor to stop the goods in transit.—In re Darlington Co. District Court, New York. 163 Fed. 385.

**Agent of Warehouse Company Authorized to Hold Grain for Better Market.**—The Supreme Court of Washington on Sept. 18 decided in favor of Otto Van Buren, agent of the Iona Warehouse Co., of Iona, Wash., in its suit to recover the loss due to the fall in the market while a considerable quantity of wheat was being held. Plaintiff alleged the agent was instructed to sell all wheat on the date purchased; but the supreme court found from the evidence that the officers, directors and stockholders for years had acquiesced in his method of transacting business.—97 Pac. 291.

**Michigan Rate Law of 1897 Upheld.**—Comp. Laws, § 6234, subd. 7, provides that in transporting freight by car, loaded by the shipper and unloaded by the consignee, no railroad shall charge for transporting each car more than \$8 for any distance not exceeding 10 miles, and not more than fifty cents a mile for the second 10 miles, etc. The maximum and minimum car load of the various classes of freight was established by experts. Held, in an action to recover an overcharge, that the statute was not ambiguous or uncertain on the ground that it applied to the transportation of cars only, and not freight, nor was it uncertain on the ground that a car load is not a fixed quantity, since, while the capacity of cars differs, the load which each could carry was fixed and certain.—Robinson v. Harmon. Supreme Court of Michigan. 117 N. W. 661.

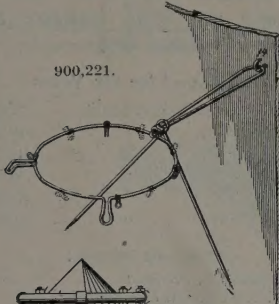
**Payment of Forged Paper.**—The appellants, Andrews & Gage, forwarded to their agent, P. T. Langdon, at Berlin, N. D., a check to be used in paying their debt to a customer. The agent forged the name of the payee, and deposited the check in a bank to his own credit. Being short in his account with his principals, the agent then paid to them a sum of money which included the proceeds of the forged check. The bank on which the check was drawn paid it on the forged indorsement. In an action by the drawers of the check against the bank, held, that inasmuch as the proceeds of the check came back to the drawers, and the debt of the agent remained unpaid, they had suffered no damage by reason of the payment of the check, and could not recover the amount thereof from the bank.—Andrews & Gage v. Northwestern Nat. Bank. Supreme Court of Minnesota. 117 N. W. 621.



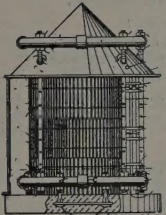
## Patents Granted

**Corn Crib.** No. 900,618. (See cut.) John W. Van Wyhe, Hawarden, Ia. In the cement floor are imbedded metal posts supporting a metal ring to which are secured rods adjustably supporting a metallic roof. The roof is raised by means connected with one of the posts.

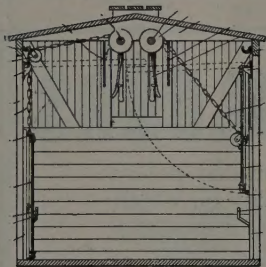
900,221.



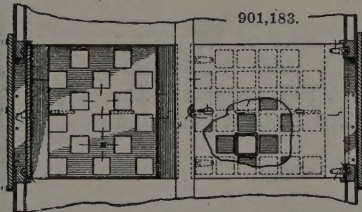
900,618.



900,290.



900,491.



901,183.

**Grain Door.** No. 900,491. (See cut.) Abner J. Denton, Nebraska City, Neb. The door has vertical outwardly extending flanges at the sides, engaging plates held by guides secured to the door posts, the arrangement permitting the plates to rise while under pressure of grain. The door is raised vertically by chains wound on a hoisting shaft close up under the roof.

**Car Seal.** No. 900,290. (See cut.) Alexander G. Malmstrom, Chicago, Ill. Before it is sealed the seal comprises an apertured strip with a bushing permanently held in one of the apertures, a rivet extending thru the bushing. The metal strip has a folded over portion provided with a plurality of tongues which are grouped to form a bushing.

**Bag-Holder.** No. 900,221. (See cut.) Adele A. Smith, Chicago, Ill. A wire is bent to form an elongated handle and a body ring, the ring having downwardly projecting members upon which the device is adapted to rest in combination with a brace member comprising two pointed members pivotally connected to each other, the pointed ends being adapted to stick into a wall.

**Grain Car.** No. 901,183. (See cut.) James T. McNally, Chicago, Ill. Under the floor but above the lower edge of the sills is a double bottom having two sets of openings which are slid in and out of register. The opening in the floor is closed by a cover hinged at the side of the car. If the car is to be loaded with grain this cover is raised to form a grain door, when the grain will be discharged thru the double bottom.

## Supply Trade

The H. W. Caldwell & Son Co. has purchased a Hall Signaling Grain Distributor.

Publicity is an enormous power in business, and nothing can make money without it, save a mint.—Gladstone.

John Foos died at Springfield, Ohio, Sep. 30, aged 82 years. Mr. Foos organized, created and promoted the Foos Gas Engine Co.

You can make no investment of time that will pay you so well as the hours you devote to your advertising.—*Pacific Coast Advertising.*

In this column, Sep. 25, it was stated that the B. S. Constant Co. held Letters Patent on its Fan Discharge Sheller, dated Oct. 17, 1908. The letters patent were granted Oct. 17, 1905.

The B. S. Constant Co. is sending a well illustrated measuring stick 14 inches long and 2 inches wide to the trade, upon which are pictures of its Man-Lift, shellers and B. S. C. chain drag. The rule makes a very handy office appliance.

The Avoca Grain Car Door Co. has been incorporated at Avoca, Ia., to manufacture the car door upon which a patent has been granted J. C. Marxen and J. H. Woodward. Among the incorporators are Peter F. Howell, Fred Tieszen, D. F. Emmert, Chas. Schmidt, Jr., and L. G. Consigny.

The Grain Dealers Supply Co. has added a large list of machines to its stock by purchasing the entire line of machinery owned by C. D. Holbrook & Co. The company is moving into the quarters formerly occupied by Holbrook at 305 Third St., South, where it will be glad to see those interested in elevator machinery.

Owing to the uncertainty of the grades new corn will receive in the terminal markets a Hess Moisture Tester is an important adjunct of a well equipped grain office. It eliminates all guess work and shows the dealer what his corn will grade in the market to which he is shipping, if it arrives in as good condition as it left his premises.

The N. P. Bowsher Co. recently completed an addition to its fire-proof pattern storage and has made a number of improvements in its foundry. A new heavy planer from one of the leading makers has also just been added to the factory equipment; and some new tools built especially for its own use have also been installed.

## Dust Separators

The Best in the Business because it is scientifically proportioned and will lay finer dust than any other machine made. We have had years of experience in this business and we will be glad to help you solve your dust-collecting problem.

**CINCINNATI  
EXHAUST & BLOW PIPE CO.**  
324-30 W. 3rd St., Cincinnati, O.



## CYCLONE BLOW PIPE CO.

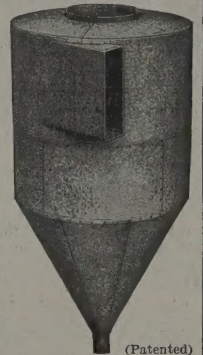
IMPROVED

Cyclone Dust Collectors, Automatic Furnace Feeders, Steel Plate Exhaust Fans, Exhaust and Blow Piping.

Complete systems designed, manufactured, installed and guaranteed. Old systems remodeled on modern lines on most economical plans. Supplementary systems added where present systems are outgrown. Defective systems corrected and put in proper working order.

High and Low Speed Systems.

70-86  
West Jackson Boul.  
CHICAGO, ILL.



(Patented)

"The per cent of loss saved by the '1905' over the old 'Cyclone' is from 71 1/2% to 80%. These losses are due to dust collector friction and take into consideration nothing but the Collector."—*The Mechanical Engineering Dept., University of Michigan.*



THE  
"New  
Cyclone  
1905"

Manufactured Exclusively by  
**The Knickerbocker Co.**  
JACKSON, MICH.



## Grain Carriers

Part of the time we have been advised of small car shortages at several places on our line.—B. L. Winchell, pres. of the Rock Island.

An extension of the Missouri, Oklahoma & Gulf Ry. is to be built from Lamar, Okla., into Texas, passing thru Denison and Sherman.

The Grand Trunk Pacific Ry. delivered its first grain into Winnipeg Oct. 10, when the inspection returns credited the road with 13 cars from the west.

The Lakes to the Gulf Deep Waterways Ass'n has re-elected its old officers, with the exception that D. R. Forgan, pres., has been succeeded by E. S. Conway.

The Merriam & Holmquist Co., of Omaha, Neb., on Oct. 12 filed complaint with the Interstate Commerce Commission alleging discrimination by the Union Pacific R. R. in refusing to pay elevation allowance at Omaha.

Idle cars decreased 49,013 during the two weeks immediately preceding the last report of the American Ry. Ass'n. Of the total number of 133,792 idle cars only 16,075 were box cars, and an actual shortage is felt in the grain movement from western Canada.

Since last month, lake Superior has fallen 2½ ins., lakes Michigan and Huron have fallen 5¼ in., lake Erie has fallen 5 in., and lake Ontario 9¼ in. The large fall in all the levels of the lakes have been due to a drought of unusual persistence,

rainfall being almost entirely lacking.—*Marine Review.*

For leakage of 570 lbs. of grain and overcharges a claim for \$10.30 has been filed by the J. Rosenbaum Grain Co. with the Interstate Commerce Commission. The two cars were loaded with wheat at Kansas City for Galveston, Tex., via the M., K. & T. R. R.

The Omaha Grain Exchange has petitioned the Interstate Commerce Commission to be allowed to intervene in the complaint by the Merchants Exchange of St. Louis against several roads, in order to present argument in favor of elevation allowance on outgoing grain.

H. Gund & Co. have made complaint to the Interstate Commerce Commission asking \$8,000 reparation from the C., B. & Q. R. R. for alleged secret discrimination in favor of the Duff Grain Co. and the Central Granaries Co. at Nebraska City, Neb., in the payment exclusively to them of an elevation allowance of ¾ and 1¼c per 100 lbs.

The Brook-Rauch Mill & Elevator Co., of Little Rock, Ark., on Oct. 7 brot suit in the federal court, to recover \$55,000 damages for alleged discrimination by the St. Louis, Iron Mountain & Southern Ry. in favor of T. H. Bunch and the T. H. Bunch Co. Rebating and exclusive elevation allowance of 1¼c per 100 lbs. to the Bunch Co. are alleged.

The Southern Kansas Millers Commercial Club has filed complaint with the Interstate Commerce Commission against the Rock Island and other roads alleging that, altho defendant carriers have reduced the rates on grain from stations in Oklahoma and Arkansas, on their lines to Little Rock and Memphis territories no

corresponding reduction has been made in the rates from Kansas stations to these points. The Commission is prayed to order defendant carriers to reduce their rates from Kansas stations.—A. E. Helm, Wichita, Kan., is counsel for complainants.

## Tri-State Grain Dealers Mutual Fire Insurance Co.

of Luverne, Minnesota

Elevator and Grain Insurance at Actual Cost

### Our Record for Six Years

First year cash dividend	-	97%
Second " " "	-	40%
Third " " "	-	80%
Fourth " " "	-	86%
Fifth " " "	-	83%
Sixth " " "	-	62%

### Officers and Directors:

E. A. BROWN, President
V. E. BUTLER, Vice President
B. P. ST. JOHN, Treasurer
H. S. GREIG
A. H. BETTS
JNO. DOERING
J. H. FRERICH

For rates, etc., address

E. H. MORELAND, Secy.  
Luverne, Minn.

# PROFITS FOR POLICYHOLDERS

You are forced to carry insurance; when you borrow, an insurance policy must accompany the collateral, your banker will demand a policy on which a loss can be collected.

In placing your insurance, you should know: 1st, Is the Company sound? 2nd, Will it pay its losses? 3rd, Is the cost reasonable?

The Millers' National Insurance Co. is managed in the interests of its policy holders, each policy pays a profit to the insured. During 1907 an assessment of only 6½% was made for the year or only 32½% of the annual rate, equal to a profit or saving to policy holders of 67½% on the basis of a cash premium for the rate charged.

It is up to you to investigate.

Cash Assets .....	\$1,357,583.18
Liabilities .....	474,477.91
Net Cash Surplus .....	883,105.27

Risks in force Dec. 31, 1907 .....	\$40,340,770.96
An increase during 1907 of .....	4,477,949.99
Losses paid since organization .....	5,624,753.10

ADDRESS:

## MILLERS' NATIONAL INSURANCE CO.

CHARTERED 1865

No. 205 La Salle Street, CHICAGO, ILLINOIS

OR NEAREST AGENCY MANAGER

{ CHAS. H. RIDGWAY, Kansas City, Mo., Southwestern Agency.  
I. N. JUST, Seattle, Washington, Pacific Coast Agency.  
H. M. GILES, Minneapolis, Minn., Northwestern Agency.



# Fire Insurance Companies

ORGANIZED 1883

## The Western Millers Mutual Fire Insurance Company

KANSAS CITY, MO.

CHAS. H. RIDGWAY, Secretary

SAFE INDEMNITY

Floor Mills, Elevators, Warehouses and  
contents,

## Mill Owners' Mutual Fire Insurance Co.

DES MOINES, IOWA  
Organized 1875

INSURES MILLS, ELEVATORS,  
WAREHOUSES and CONTENTS

Net Cash Assets - - - - \$ 206,243.81  
Losses Paid - - - - - 1,339,403.60  
Saved to Policy Holders - - - 1,762,149.12  
J. G. SHARP, Secretary.

## Millers Mutual Fire Insurance Association of Illinois

ALTON :: ILLINOIS

Wrote \$9,897,311.23 Insurance last year  
Paid \$116,523.11 in losses last year  
Added \$20,545.96 to surplus last year  
Assessed only 40% of basis rates last year

If you want the best of Insurance  
at the lowest cost, write to us.

Insurance in force - \$13,551,441.39  
Face value of notes - 1,701,351.60  
Cash Assets - - - 336,838.95

GEO. POSTEL, Pres.  
A. R. McKINNEY, Sec.

Chicago Agent:  
M. W. PUGIT, 740 National Life Building.

THE OLD RELIABLE



LANSING, MICH.

INSURES ELEVATORS  
AND GRAIN

PERMANENT OR  
SHORT TERM POLICIES



## Grain Values

vary in country elevators. Fire insurance should also vary according to the value on hand. The



makes the cost on permanent grain insurance at the actual cost for country elevator protection. Where insurance is needed for a short time only a definite low cost per month is made which is a large saving from the short rates of other companies. For our rates write

C. A. McCotter, Sec'y

ESTABLISHED 1889

## Indiana Millers Mutual Fire Insurance Company

OF INDIANAPOLIS, IND.

MILLS AND ELEVATORS ONLY

Purely Mutual

E. E. PERRY, Secretary

## Grain Shippers' Mutual Fire Insurance Association

IDA GROVE - - IOWA

Risks in force	\$6,927,000.00	Dividends on the basis of
Admitted assets, Dec. 30, 1907	50,197.76	80% cost.
Total liabilities	4,735.00	We write Fire, Lightning
Net assets, Dec. 30, 1907	\$45,462.76	and Tornado Insurance for
		the Grain Trade.

F. D. BABCOCK, Secretary

**Any Weight** of grain up to 100,000 pounds is reduced to bushels by Clark's Decimal Grain Values, which also shows the value of any number of pounds in dollars and cents. Price, \$5.00.

## GRAIN DEALERS JOURNAL

255 LA SALLE STREET CHICAGO, ILLINOIS

**GRAIN STORAGE RECEIPTS** for keeping a record of grain stored. 50 tickets, printed on bond paper 10 1/2 x 5 1/2 in., in each book. Order form No. 4. Price 50 Cents.  
GRAIN DEALERS JOURNAL, - - - 255 La Salle Street, CHICAGO

## ELEVATORS WANTED

To get in direct communication with would-be buyers of grain elevators reply to ads in the "Elevators Wanted" columns of the GRAIN DEALERS JOURNAL.



## THE NAME

on the ELEVATOR BELTING you buy is of more consequence than the price you pay.

### ELEVATOR OPERATORS

confine your speculations to Grain

Don't experiment when buying Belting.

Get the kind that's stood the test.

### NOTICE THE BRAND



It's Safe; Economical; Guaranteed.

**The Gutta Percha and Rubber Mfg. Co.**  
CHICAGO, ILLS.

## Webster Machinery

**For Grain Elevators  
And Flour Mills**



**Spiral and Belt Conveyors**

**"Acme" Elevator Buckets**

**Chain Belting**

**Friction Clutches**

**Shafting, Pulleys, Hangers**

## Webster M'f'g Co.

1075-1111 West 15th St., CHICAGO

EASTERN BRANCHES:

88-90 Reade St., New York

Pennsylvania Bldg., Philadelphia



### Cuts Down Expense

The Day Dust Collectors are the most economical collectors to operate because they require less power. Send for full particulars.

### THE DAY COMPANY

Successor to H. L. Day, 1132 Yale Place  
Minneapolis, Minn.

**FOR the best of satisfaction  
consign your Grain to  
S. C. Bartlett Co., Peoria, Ill.**

## The Northwestern Consolidated Milling Co.

Of Minneapolis

has recently placed an order for Three Fifty Horse Power

### EVANS PATENT MOTOR ATTACHMENTS

with reducing gear for their new fire-proof milling elevator at a cost of \$1,500.00. Why? Because they expect to save this in repairs.

SCOTT F. EVANS, Minneapolis

## FRICITION CLUTCHES

not only cut out running idle machines but cut out much of the expense in operating your plant. The Weller Friction Clutch is positive, safe and a power saver.



Full particulars about this clutch as well as our complete line of elevator machinery can be obtained from our catalog. A postal will bring it.

**Weller Mfg. Co., Chicago, Ill.**